AFFILIATED COLLEGES

MBA FINAL

Previous Page

Next Page

EXAMINATION

PAPERS

DECEMBER 2012

COURSE TITLE	PAGE NO	COURSE TITLE	PAGE NO	COURSE TITLE	PAGE NO
AUDITING	25	COMPUTER APPLICATION TO BUSINESS	13	BUSINESS ECONOMICS	1
BANKING OPERATIONS & MANAGEMENT	26	COST ACCOUNTING	14	ORGANIZATIONAL BEHAVIOR	2
GLOBAL MARKETING	27	ECONOMICS INDUSTRIAL DEVELOPMENT OF PAKISTAN	16	BUSINESS MATHEMATICS	3
PROJECT APPRAISAL	28	PRODUCTION MANAGEMENT	17	BUSINESS COMMUNICATION – I	4
ADVERTISING & PROMOTION	29	INTRODUCTION TO BUSINESS FINANCE	18	INTRODUCTION TO BUSINESS MANAGEMENT	5
		ADVANCE BUSINESS STATISTICS	19	FUNDAMENTAL OF ACCOUNTING	6
		INTRODUCTION TO RESEARCH METHODS	20	BUSINESS COMMUNICATION – II	8
		MANAGEMENT INFORMATION SYSTEM	21	BUSINESS STATISITCS	9
		FINANCIAL MANAGEMENT	22	INTRODUCTION TO MARKETING	10
		MANAGERIAL ACCOUNTING	23	FINANCIAL ACCOUNTING	11

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS ECONOMICS: BA (M) – 511
MBA – I

Date: January 2, 2013 Max. Time: 3 Hrs
Max. Marks: 60

Instructions:

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

Q1. (a) What is oligopoly? Why different theories required explaining oligopoly? Explain Cournot model or Edgeworth model for oligopoly.
(b) Why is "What to produce" a problem in every economy? How does price mechanism helps it to resolve in free enterprise economy and in centralized economy?

Q.2 (a) Briefly discuss the factors which affect the Demand curve.
(b) What happen with price of X commodity and Quantity, if under dynamic Equilibrium, supply increases and demand decreases.

Q.3 (a) Why is that when two commodities are substitutes for each other, the cross elasticity between them is positive while in case of complimentary goods it is negative? Support your answer with logical arguments and real examples.
(b) What is Engel curve? For following data calculate the income elasticity and draw the Engel curve. Furthermore, predict the type of good by using income elasticity.

Income($/yr)	4000	6000	8000	10000	12000	14000	16000	18000
Quantity (lb/yr)	100	200	300	350	380	390	350	250

Q.4 (a) Discuss the principle of diminishing marginal utility with example.
(b) For given data calculate Marginal Utility (MU), draw graph for TU and MU and comments.

Q	0	1	2	3	4	5	6	7	8	9
TU	0	7	13	18	22	25	27	28	28	27

(c) i – When the product of one firm is identical to the product of the other firms in the market, the product is said to be _____
ii – Responsiveness is also called _____
iii – For a perfect competitive market, using marginal approach, profit is optimized at _____ .

Q.5 Write short note on any three of following

1. Factor of Productions
2. Normative and positive economics.
3. ISO cost and ISO quant
4. Monopolistic competition.

Q.6 (a) Suppose that the market demand in a perfectly competitive industry is Given by **QD = 8,000 – 1000 P** and the market supply function is given as **QS = -4,000 + 2000 P**, with P is in dollars.

i – Find the market equilibrium price.
ii – Find the market demand and market supply schedule at prices of $9, $8, $7, $6, $5, $4, $3, $2, $1.
iii- Draw the market demand curve, the market supply curve and the Demand curve of one of the 100 identical, perfectively competitive firm in this industry.
iv – What is the equation of the demand curve of the firm?

(b) Discuss the marginal productivity theory of input return.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOR: BA (M) – 561
MBA – I

Date: January 5, 2013 **Max. Time: 3 Hrs**
Max. Marks: 60

Instructions:

1. **Attempt any 5 questions, all carry equal marks. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device 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 your own words, explain Maslow theory of motivation, relate it to Herberg's two factor theory.

Q2. Explain attitude and its characteristics. What type of barriers prevent people from changing their attitude? How can attitudes be changed?

Q3. Do you agree with the statement that learning is involved in almost everything that everyone does? Explain and distinguish between classical conditioning and cognitive learning.

Q4. Define stress. Explain the causes and consequences of stress.

Q5. What is perception? Explain the various factors that affect perception.

Q6. Write notes on any **Two** of the following:
(i) Styles of Leadership.
(ii) Organization Design and Culture.
(iii) Types of Reinforcement.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS MATHEMATICS: BA (M) – 531
MBA – I

Date: January 8, 2013 **Max Time: 3 Hrs**
Instruction: **Max Marks: 60**

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

Q.1. (a) Determine equation of line which divide the join of the point $A(-3,-11)$ and $B(5,17)$ in 2 equal parts perpendicularly.

(b) Determine domain of the function $f(x)=\dfrac{\sqrt{x^2-16}}{x^3+2x^2-15x}$

Q.2 (a). Without solving check the nature of given system of equations and then Find solution graphically

$$x-2y=-3$$
$$2x+y=4$$

(b) Solve $2x^2-x-10\geq 0$

Q3 An investment of Rs. 2,000,000 is made at the interest rate of 12% per year, Determine the total amount becomes after 6 years if interest is
(i) Simple
(ii) Compound calculated per year
(iii) Compound calculated twice in a year
(iv) Compound calculated 4 times in a year
(v) Compounded continuously
(vi) When amount becomes. Rs. 10, 000,000 if interest is compounded continuously.

Q.4. (a) Find inverse of the matrix $A=\begin{bmatrix}1 & -2 & 3\\ 2 & 1 & 2\\ 2 & 2 & 1\end{bmatrix}$

. (b) Discuss continuity of the function at x = – 1. Draw it is graph on [–3, 1].

$$f(x)=\begin{cases}2x+1 & -3\leq x<-1\\ x+2 & -1\leq x<1\end{cases}$$

Q.5. (a) Find $f'(2)$ and $f''(2)$ if $f(x)=\dfrac{(3x^2+5)}{e^{3x}}$

(b) Solve $9x^2\ln x-6x\ln x=8\ln x$

Q6. Integrate (i) $\int x^2(2x^3+3)^{\frac{1}{5}}dx$ (ii) $\int x(x+4)^{\frac{3}{2}}dx$

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS COMMUNICATION – I: BA (M) – 501
MBA – I

Date: January 10, 2013 **Max. Time: 3 Hrs**
Max. Marks: 60

Instructions:

1. **Attempt ALL 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. State the different components of communication? Is the decoder influenced by the context? Explain.

Q2. Write an introductory letter to your current customers informing them about a new product that has been recently introduced by your company? Give details of the product and make necessary assumptions.

Q3. What is the role of 7 C's in a written document?

Q4. Write a memorandum to announce family events during the coming year.

Q5. What steps should be kept in mind while writing effective business messages?

Q6. Using indirect plan for bad news messages. Write a credit refusal letter to your client. (You are free to make all necessary assumptions).

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS MANAGEMENT: BA (M) – 541
MBA – I

Date: January 12, 2013 **Max Time: 3 Hrs**
Instruction: **Max Marks: 60**

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

Q1 Define business? Describe key business functions. What are the different methods of owning existing business?

Q2 Define management and discuss the skills necessary for managerial success.

Q3 Define leadership and compare different styles of leadership.

Q4 Explain the importance of human resource management. Describe how recruitment and selection contribute to placing right person in a job.

Q5 What are the characteristics of an effective team? Summarize the stages of team development.

Q6 Write short notes on any **Two** of the following:
(i) Maslow's Hierarchy of needs theory.
(ii) Strategic planning process.
(iii) Downsizing and out sourcing.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
FUNDAMENTALS OF ACCOUNTING: BA (M) – 521
MBA – I

Date: January 15, 2013 Max Marks: 60
Max Time: 3 hrs

Instruction:

1. **Attempt ALL questions. Show 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.**

Q # 1: At 31 March 2013, the end of the first quarter, the trial balance appeared as follows: **(10)**

NICK CHARLES INVESTIGATIONS Trial Balance 31 March, 2012

Cash	$ 17,150
Fees Receivable	37,800
Unexpired Insurance	1,600
Prepaid Rent	5,400
Office Supplies	1,050
Office Equipment	17,100
Accumulated Depreciation: Office Equipment	$ 5,700
Accounts Payable	3,900
Unearned Retainer Fees	24,000
Charles Capital	45,300
Charles Drawing	3,200
Fees Earned	33,320
Depreciation Expense	570
Rent Expenses	3,000
Office Supplies Expense	450
Insurance Expense	800
Telephone Expense	1,200
Travel Expense	3,400
Salaries Expense	19,500

Data for adjustments:

1. The useful life of the office equipment was estimated at five years.
2. Fees of $ 8,400 were earned during the month from services performed for clients who had paid in advance.
3. Salaries earned by employees during the month but not yet recorded or paid amounted to $ 1,665.
4. On March 1, the business moved into a new office and paid the first three month's rent in advance.
5. Investigation services rendered during the month but not yet collected or billed to clients amounted to $ 3,900.
6. Office supplies on hand March 31 amounted to $ 700.
7. On Jan 1, $ 2,400 was paid as the premium for six month's liability insurance.

Required:

a) Prepare Income Statement for the quarter ended 31 March 2012.
b) Prepare Balance Sheet as on 31 March 2012.

Q # 2: Take data from above question (Q#1) and prepare Adjusting entries in proper General Journal. **(10)**

Previous Page
Next Page

Q # 3 The following transactions show the purchases and sales of a particular desk chair of Executive Suites during September:
Sep 1 Balance on hand 50 units cost $ 60 each.
4 Purchase 20 units cost $ 65 each.
8 Sale 35 units at Sales price $ 100 each.
9 Purchase 50 units cost $ 68 each.
18 Sale 70 units at Sales price $ 110 each.
24 Purchase 45 units cost $ 70 each.
30 Sale 15 units at Sales price $ 120 each.

Required:
1. Assume that company uses perpetual inventory system and LIFO method compute cost of Inventory ending. **(04)**
2. Compute cost of goods sold under LIFO method. **(04)**
3. Compute Gross Profit for Sep, under LIFO method. **(02)**

Q#4: Mr. A B started his business on 1 March 2012 by investing cash of $ 650,000.
6 Mr. AB purchased furniture for office from DF Furniture for $ 35,000 and paid Cash.
1 2 Opened a bank account for business by depositing Cash $ 250,000.
14 He purchased a laptop from HP Computer for $ 9,000 and paid cheque $ 7,000 remaining amount will be paid later on.
15 Purchased Merchandise on Cash for $ 80,000 and $ 20,000 on credit from MNO Traders.
12 Paid Cheque for $ 1,500 to HP against the transaction of 14 Jan as partial payment.
18 Sold Merchandise at $ 60,000 on Cash and $ 15,000 on credit to JKL.
22 Purchased Merchandise from RST for $ 40,000 on credit.
26 Issue Cheuqes for $ 24,000 to employees for their salaries.
28 Received and deposit a cheque from JKL for $ 14,000 and for remaining $ 1,000 allowed them discount.
31 With drew Cash for the payment of House Rent $ 3,000 and Office building Rent for $ 8,000 from business bank account.

Previous Page
Next Page

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

Q#5: Take data from **Q# 4** post transactions to 'T' accounts and prepare Trial Balance on 31 March 2012. **(10)**

Q # 6: On May 31, 2012 Lombard Company had a Cash balance as per Cash book $ 5,681.50 the bank statement on that date showed a balance of $ 7,964.60. A comparison of the statement with the cash book revealed the following.
1. The statement included a debit memo of $ 70 for the printing of company's Cheque book.
2. Cash Sales of $ 786.15 on May 12 were deposited in the bank. The cash receipts journal entry and the deposit slip were incorrectly made for $ 796.15. The bank credited Lombard Company for the correct amount.
3. Outstanding cheques at May 31 totaled $ 1,106.25 and deposits in transit were $ 836.15.
4. On May 18 the company issued cheque No. 1181 for $ 685 to N. Habben, on account. The cheque which cleared the bank in May, was incorrectly journalized and posted by Lombard Company for $ 658.
5. A 2,500 note receivable was collected by the bank for Lombard Company on May 31 plues $ 80 interest. The bank charged a collection fee of $ 30. No interest has been accrued on the note.
6. Included with the cancelled cheque was a cheque issued by Lonshek Company to C. Young for $ 290 that was incorrectly charged to Lombard Company by the bank.
7. On May 31 the bank statement showed an NSF charge of $ 140 for a cheque issued by K. Uzong, a customer, to Lombard on account.

Required:
a. Prepare the bank reconciliation statement as of May 31, 2012. **(08)**
b. Prepare necessary adjusting entries at May 31, 2012. **(02)**

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS COMMUNICATION – II BA (M) – 502
MBA – II

Date: January 1, 2013 Max Time: 2 Hrs
Max. Marks: 30

INSTRUCTIONS:

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

Question 1- **(7 marks)**
How important is the 'purpose' or 'goal' of a meeting and why should it be only scheduled when necessary?

Question 2- **(7 marks)**
Criticism in business could lead to innovative ideas and constructive plans. Do u agree? Discuss.

Question 3- **(7 marks)**
Discuss the most efficient way of tackling the post presentation discussion and questions.

Question 4- **(9 marks)**
Design a CV for the following post
Business development consultants are looking for a business manager. Applicant should be an MBA degree holder, aged at least 35 years, with minimum 6 years experience in the relevant field.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
BUSINESS STATISTICS BA (M) – 532
MBA – II

Date: January 4, 2013

Max Time: 3 hrs
Max Marks: 60

Instructions:

1. **Attempt five questions all together. 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) The masses of 50 apples (measured in gm) were noted and shows in the table below:

86	101	114	118	87	92	93	116	105	102
97	98	101	111	96	117	100	106	118	101
107	96	101	102	104	92	99	107	98	105
113	103	108	92	109	95	100	103	102	110
113	99	106	116	101	105	86	88	108	92

i. Construct a frequency distribution, using equal class intervals of width 5g, and taking the lower class limit of the first interval as 85.
ii. Construct class boundaries and relative frequency.
iii. Calculate Arithmetic mean from grouped and ungrouped data separately and compare the two answers.

Q2) a) Compare three properties of arithmetic mean with median.
b) The following data shows the scores of IQ for 70 students.

IQ Scores	100–104	105–109	110–114	115–119	120–124	125–129	130–134
Frequency	5	8	10	14	21	7	5

Find Mean, Median and Mode and prove that the above frequency distribution is negatively skewed.

Previous Page

Q3) a) Give reason why
"All measures of dispersion are independent of origin but dependent on scale"
b) Given below are the values of orders taken by a sales representative for a whole sale firm during a certain time period.

Value of order in $	0 –20	20 – 40	40 – 60	60 – 80	80 – 100
Number of orders	12	42	63	29	8

Calculate Standard Deviation, Mean Deviation about mean and Coefficient of Variation.

Next Page

Q4 a) Define mutually exclusive and non–mutually exclusive events.
b) From a set of cards numbered 1 to 20 a card is drawn at random. Find the probability that the number
i) is divisible by 4 ii) is greater than 15 iii) is divisible by 4 and greater than 15
iv) is divisible by 4 or greater than 15
c) if the card is divisible by 4 and it is not replaced find the probability that
v) the second card is even
vi) both the cards are divisible by 4

Q5) a) Compare any three properties of coefficient correlation with regression coefficients.
b) Following a leak of radioactivity from a nuclear power plant station an index of exposure was calculated for each of 7 geographical areas close to power station and the incidence of death due to cancer was recorded the data as follows:

Index (x)	7.6	26.2	3.2	16.6	5.2	6.8	5.9
Death (Y)	62	75	51	72	39	43	55

c) Find estimated regression line Y on X and coefficient of correlation.
d) In another geographical area close to power station the index of exposure was 6.0. Use the estimated regression line to predict the incidence of death in that area.

Q6) a) Define Random Variable, Probability Distribution and Mathematical Expectation?
b) Calculate binomial distribution probabilities for n=6 and p=0.4 for X=0, 1, 2, 3, 4, 5, 6.
c) Prove that E(X)= n p

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
INTRODUCTION TO MARKETING BA (M) – 542
MBA – II

Date: January 7, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:

1. **Attempt 6 questions in all where Question No. 1 is compulsory. Do not write anything on question paper.**
2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q.No.1. Justify **any 5** following statement, whether true or false and give reasoning.
(i) Market is the place where buyer & seller meet together.
(ii) Target market clearly require market segmentation.
(iii) Faculty of business & administrative science still cash cow for any institute or university.
(iv) Price is actually the amount of money as agreed by buyer & seller both
(v) IBA is one of the good example of undifferentiated marketing.
(vi) Distribution is most visible element of marketing mix.

Q.No.2. Strategic market planning needs portfolio diversification explain with suitable examples.

Q.No.3. What are the different modes of entry for international marketing managers?

Q.No.4. What do you mean by proactive & reactive approach & discuss how companies can react to the marketing environment?

Q.No.5. Briefly explain the different methods of marketing research.

Q.No.6. What is product / market expansion grid how it is helpful for developing growth strategies?

Q.No.7. How advertising campaigns are developed & advertising media are selected?

Q.No.8. Write short notes on **any 3** of the following:
1. Gray Marketing
2. Micro Marketing
3. Unowned positioning
4. Logistics

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
FINANCIAL ACCOUNTING BA (M) – 522
MBA – II

Date: January 9, 2013

Max Time: 3 hrs
Max Marks: 60

Instructions:

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

Q1: VALUATION OF ACCOUNTS RECEIVABLE:
Sadia Corporation's unadjusted trial balance at year-end included the following accounts:

	Debit	Credit
Sales (75% represent credit sales)		2,304,000
Accounts Receivable	576,000	
Allowance for doubtful accounts		4,368

Compute the uncollectible accounts expense for the current year, assuming that uncollectible accounts expense is determined as follows:
a) Income Statement approach, 1% of total sales.
b) Income Statement approach, 1.5% of credit sales.
c) Balance Sheet approach. The estimate based on an aging of accounts receivable is that an allowance of Rs. 24,000 will be adequate.
d) Suggest the measures for keeping accounts receivable at its minimum possible.

Q2: ACCOUNTING FOR DEPRECIATION:

The following data are obtained from Delta Company Ltd.

Cost of depreciable asset	Rs. 20,000
Less: Estimated residual value	2,000
Total amount to be depreciated	Rs. 18,000
Estimated useful life	4 Years
Depreciation expense each year (18,000/4)	Rs. 4500

Required:

Prepare a depreciation schedule under 50% Declining Balance Method.
Assuming the asset was sold for cash on third year December 31 for Rs. 3,000, record
i) Adjusting entry on third year December 31, and
ii) Sale of the asset

Q3: RATIO ANALYSIS:

At the end of the year, the following information was obtained from the accounting records of Arwa International.

Sales (all on credit)	Rs. 900,000
Cost of goods sold	585,000
Average Inventory (FIFO Method)	117,000
Average accounts receivable	100,000
Interest expense	15,000
Income taxes	28,000
Net Income	53,000
Average investments in assets	600,000
Average shareholders' equity	265,000

Previous Page
Next Page

Required:

From the information given, compute the following:

a) Inventory turnover.
b) Accounts receivable turnover.
c) Total operating expenses ratio.
d) Gross profit percentage.
e) Return on average shareholders' equity.
f) Return on average assets.

Q4: CASH FLOWS FROM OPERATING ACTIVITIES:

The following are the analyzed data obtained from Adam Company's record on June 30,2012

Net Income	Rs. 65,000
Increase in accounts receivable	30,000
Depreciation expense	40,000
Increase in prepayments	3,000
Decrease in accrued liabilities	6,000
Increase in accounts payable	15,000
Decrease in accrued interest receivable	1,000
Non-operating gain on sales of plant assets	31,000
Increase in accrued liabilities for income taxes and interest payable	5,000
Non-operating loss on sale of marketable securities	4,000
Increase in inventory	10,000

Required:

Prepare a schedule showing net cash flow from operating activities.

Q5: CORPORATION-ISSUANCE OF SHARES:

The shareholders' equity of Sultan Corporation at December 31,2012, is shown below:

Shareholders' equity:		
Common stock, Rs. 10 par, 100,000 shares authorized.		
40,000 shares issued	Rs.	400,000
Paid-in Capital in excess of par: Common stock		200,000
Total Paid-in Capital		600,000
Retained Earnings		1,500,000
Total shareholders equity	Rs.	2,100,000

Transactions affecting shareholders' equity during 2012 are as follows:

Mar.31 The share was split 5 for 4 and the par value reduced from Rs. 10 to Rs. 8 per share.
Apr. 2 The company purchased 2,000 shares of its common stock on the open market at Rs. 37 per share.
July 1 The company reissued 1,000 shares of treasury stock at Rs. 45 per share.
July 1 Issued for cash 20,000 shares of previously unissued Rs. 8 par value common stock at a price of Rs. 45 per share.
Dec. 2 A cash dividend of Rs. 1 per share was declared, payable on December 30, to stock holders of record at December 14.

Required:

Prepare journal entries to record the transactions relating to shareholders' equity that took place during 2012.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS BA (M) – 512
MBA – II

Date: January 11, 2013

Max Time: 3 hrs
Max Marks: 60

INSTRUCTIONS:

1. **Attempt any 4 questions, all carry equal marks. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device 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 the role of modern computer technology in medical, engineering discipline, also Describe how it supports to operational activities and strategic management in business

Q-2 What is the function of Electronic Data Interchange (EDI) in e-commerce, enlist competitive advantages of EDI for business globalization

Q-3 List down advance functions & features of the following Application Software used in Financial Modeling, Accounting, HRM and Inventory Management with examples.
(a) MS-Excel (Illustrate at-least five advance functions/formulas)
(b) MS-Power Point Presentation (Advance functionality)

Q-4 Briefly explain how computer used in workflow management regarding Client Profile management, Order filing ,tracking and vender management

Q-5 Differentiate the functionality of computer data communication and networking

Q-6 Write down short notes on the followings, with examples
(i) Cyberspace
(ii) Value Added Network
(iii) Electronic Fund Transfer

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
COST ACCOUNTING; BA (M) – 611
MBA – III

Date: January 02, 2013 **Max Time: 3 Hrs**
Max Marks: 60

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

Q#1: Show below are cost data on the activities of Calabash Manufacturing for December:

		Nov. 30	**Dec. 31**
a)	Account balances:		
	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.

Q#2: Data relating to Weldco Company's manufacturing activities for December follow:

	Inventories	
	December 1	December 31
Finished Goods	$ 12,000	
Direct material		$ 5,000
Direct labor		$ 3,000
Machine time		60 hours
Work in Process	3,000 units	2,000 units
Direct Material, $ 2.40 per unit		
Direct Labor, $ 0.80 per unit		
Machine time	48 hours	32 hours
Materials	$ 9,000	$ 4,500

Total December manufacturing cost was $ 180,000 of which $ 30,000 was direct labor cost. A total of 600 machine hours were used in the month. Weldco uses a predetermined overhead rate of $ 100 per machine hour to assign factory overhead to work in process and finished goods inventories. Materials purchased in December were $ 84,000 and freight-in on these purchases totaled $ 1,500.

Previous Page
Next Page

Required:

1. Material used in December.
2. Work in process at December 31.
3. December cost of goods manufactured.
4. Finished goods at December 31.
5. December cost of goods sold.

Q.3 Rogers Milling Company manufactures a product requiring processing in three departments with all materials put into process in the first department. During May 110,000 units were completed Department 1 at a total cost of $ 176,000 and were transferred to the next department. From this lost, Department 2 completed and transferred out 85,000 units, incurring labor cost of $ 26,180 and factory overhead cost of $ 13,090. The May 31 work in process inventory of Department 2 is 22,000units, ¼ completed as to labor and factory overhead Department 2's spoilage occurs at the end of processing and is normal.

Required: Prepare a cost of production report for Department 2, rounding units cost to the nearest cent.

Q#4 : 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	$ 91,200
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#5 (a): Patton Company buys 500 boxes of Item X-100 every 2 months. Order cost are $ 380 per order; Carrying costs are $ 1 per unit and vary directly with inventory investment. Currently the company purchases the item for $ 5 each.

Required:

1. Determine total Ordering and Carrying Cost under current policy.
2. Determine the Economic order quantity and the related ordering and carrying costs.
3. What is the order-size decision Patton should make, it the supplier offers a 5% discount for order sizes of 3,000 units?

Q#5 (b): The normal Capacity of the Assembly Department is 12,000 machine hours per month. At normal capacity, the standard factory overhead rate is $ 12.50 per machine hour, based on $ 96,000 of budgeted fixed expenses per month and a variable expenses rate of $ 4.50 per machine hour. During April, the department operated a t 12,500 machine hours, with actual factory overhead of $ 166,000. The number of standard machine hours allowed for the production actually attained is 11,000.

Required:
Compute the overall factory overhead variance and analyze it using the two-variance method. Indicate whether the variances are favorable or unfavorable.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012: AFFILIATED COLLEGES
ECONOMICS INDUSTRIAL AND DEVELOPMENT OF PAKISTAN; BA (M) 641
MBA – III

Date: January 05, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:

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

Q No.1 Relationship between growth and development. Discuss the major economic issues facing Pakistan.

Q No.2 How do you see the role of public sector, Gap–Filler and Catalyst or just regulator?

Q No.3 "Export led development is necessary for Economic development" discuss with reference to the textile sector contribution to foreign exchange earning.

Q No.4 Energy crisis dampens the pace of industrialization causing decreasing investment in real sector and making root cause of wide spread unemployment.

Q No.5 Reformation of government sector enterprises with especial refer to PIA and Pakistan steel mills.

Q No.6 "Economic Growth creates Income Inequalities". Explain with reference to purchasing power adjustment.

Q No.7 Benazir income support program, in reference to poverty Alleviation.

Q No.8 Writes short notes on any **Two** of the following:

i. MFN status to India
ii. Gini–Co Efficient criterion
iii. Low tax–to–GDP ratio causes
iv. State bank of Pakistan function

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2012: AFFILIATED COLLEGES
PRODUCTION MANAGEMENT; BA (M) 631
MBA – III

Date: January 08, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:

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

Q.1. Differentiate between operation management and operation research also discuss the significance of operation management to business organizations.

Q.2. Prior to the commencement of a project, management must decide which of the three organizational structures (pure project, functional project and matrix project) shall be employed to tie the project to the parent firm. Describe these along with their strength and weaknesses.

Q.3. JIT (Just-in-time) means producing what is needed when needed; How does JIT manufacturing helps managers in exposing problems that are otherwise hidden by excessive inventories and staff.

Q.4. Discuss briefly the approach of work methods adopted by large manufacturing organizations.

Q.5. Differentiate between:
(i) Set up cost and ordering cost
(ii) Six sigma and Kaizen
(iii) Outsourcing and logistics
(iv) Strategic capacity planning and capacity cushion

Q.6. What is SPC (statistical process control) also discuss the importance of control chart in this regard.

Q.7. What are the different factors that must be considered for analyzing location considerations objectively?

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS FINANCE; BA (M) – 621
MBA – III

Date: January 10, 2013 **Max Time: 3 Hrs**
Max Marks: 60

INSTRUCTIONS:

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

Q.1 MN Company has two proposed investments, Project X and Y. Each project has a cost of $ 10,000 and the cost of capital for each project is 12 percent. The projects' expected net cash flows are as follows:

Year	**1**	**2**	**3**	**4**
Project X	6,500	3,000	3,000	1,000
Project Y	3,500	3,500	3,500	3,500

a. **Calculate** each project's(i) payback period, (ii) discounted payback period, (iii) net present value (NPA), (iv) internal rate of return (IRR).
b. Which project should be accepted if they are (a) independent, and (b) mutually exclusive?

Q.2 **A.** $ 400 per year for 10 years at 10 percent.
B. $ 200 per year for 5 years at 5 percent.
C. $ 400 per year for 5 years at 0 percent.

1. Find Future values of the above annuities assume payments are made end of each year.
2. Find Future values of the above annuities assume payments are made beginning of each year.
3. Find Present values of the above annuities assume payments are made end of each year.
4. Find Present values of the above annuities assume payments are made beginning of each year.

Q.3 What are alternative Current Asset Financing Policies? Is one best, give example to support your answer. **(10)**

Q.4 **A.** What is the difference between stock price maximization and profit maximization? Under what conditions might profit maximization not lead to stock price maximization? **(4)**
B: What is an agency relationship? **(2)**
C: Define Agency conflict between Stockholders Vs managers and Stockholders Vs Creditor? **(4)**

Q.5 **Analysis of Financial Statement:**
Account Payable $ 30,000; Note Payable $ 50,000; Fixed Asset $ 200,000;
Common Equity $ 160,000; Inventory (ending) $ 80,000; Cash $ 20,000; Other Current Liabilities $ 20,000; Long-term Debt $ 80,000; Receivable (ending) $ 40,000;
Compute:
(i) Working Capital (ii) Quick Ratio (iii) Current Ratio (iv) Receivable Turnover, where credit sales were $ 400,000 and Receivable (opening) $ 60,000 (v) Inventory Turnover, where Cost of Goods Sold $ 250,000 and Inventory (opening) $ 10,000 (vi) Debt to Equity Rate (vii) Rate of Gross Profit over sales. (viii) Rate of PBIT on Sales where operating expenses $ 50,000 (viii) Rate of return on Assets. (viii) Rate of return on Equity.

Q.6 **Define the followings:**

i. Ordinary annuity and annuity due. **(3)**
ii. Compounding and discounting. **(3)**
iii. Net Present Value and Internal Rate of Return. **(4)**

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
ADVANCE BUSINESS STATISTICS BA (M) – 601
MBA – III

Date: January 12, 2013 **Max Time: 3 Hrs**
Instruction: **Max Marks: 60**

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

Q1) a) Discuss the properties of Normal distribution.
b) If X follows normal distribution with μ=0 and α=1, then P(X<1.96)=0.9750
By using the above information, shade the required area and find the probability

i) P(X>1.96) ii) P (X<–1.96) iii) P (X>–1.96)
iv) P (0< X < 1.96) v) P(–1.96<X<0) v) P(–1.96<X<1.96)

Q2) a) Define sample, sampling and sampling distribution
b) Draw all samples of size 3 without replacement from the population 10,12,14,16,20.
i) Prove that sample mean is an unbiased estimate of population mean
ii) Variance of the sample means is 1/6 of the population variance.

Q3) a) Differentiate between point estimation and interval estimation.
b) What happens to the length of confidence interval of mean (Increase, Decrease, Remains same)
(i) When Sample size increases
(ii) When level of confidence decreases
(iii) When Standard deviation increases
c) A random sample 25 people were asked to measure their pulse rate when they wake up in the morning. The mean was 69 beats and standard 4 beats. Find 95% confidence for the population mean. (Table value=2.064)

Q4) a) Suggest an appropriate test statistics for testing mean for the following situations
(i) Population variance known sample size less than 30
(ii) Population variance known sample size more than 30
(iii) Population variance unknown sample size less than 30
(iv) Population variance unknown sample size more than 30
b) Define Null Hypothesis, Alternate Hypothesis, level of significance and Critical region.
c) In an opinion pool 2000 people were interviewed and 527 said they preferred Brand A washing powder. Calculate 95% confidence interval for population proportion. (Table value = 1.96)

Q5) a) Under what condition it is suitable to apply Simple Random Sample, Stratified Random Sample and Systematic Sampling techniques?
b) The bounces of two brand of squash balls –"A" and "B" were measured under standard condition. Bounces follow normal distribution gives following results

BALLS	N	Mean	Standard deviation
A type	7	10 cm	2 cm
B type	10	15 cm	2 cm

Test the hypothesis that the difference in mean bounce of two type balls is significant. Use 1% level of significance (table value= 2.947)

Q6) a) Differentiate between Partial and Multiple correlation coefficient.
b) Describe the procedure of testing Chi–square test of independence.
c) Perform chi–square test to investigate whether the following distribution of grades is uniform at 5% level of significance. (Table value=9.488)

.

Grades	A	B	C	D	F
F	25	30	22	32	15

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
INTRODUCTION TO RESEARCH METHODS BA (M) – 651
MBA – III

Date: January 15, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:

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

Q.1 (a) What is an expert system? Discuss its core components and how these components helps market researcher to evaluate his/her marketing strategies. Support your answer with some logical arguments and real world example.
(b) Discuss the pros and corns of focus group interview.

Q.2 (a) Discuss various classification of survey research on temporal basis.
(b) Why randomization is essential in context of pretest – posttest control group design? Calculate the treatment effect for this design when initial awareness of XYZ brand is acknowledged by 20% of subjects before advertising treatment and 33% awareness in the experimental group after the exposure of treatment, whereas control group has 23% awareness after treatment.

Q.3 (a) Discuss various type of attitude rating scale (any three).
(b) Managers of ABC organization is researching the relationship between brand awareness and customer satisfaction. Being a researcher you are required to design a questionnaire with various attitude scales to investigate the above relationship.
(No. of Questions should not exceed than 20 including demographics)

Q.4 (a) Suppose you are planning to sample transportation employees to determine average annual sick days. The following standards have been set: a confidence level of 95 percent and an error of fewer than 5 days. Past research has indicated the standard Deviation should be 6 days. What is the required sample size?
(b) What is sampling distribution? How does it differ from sample distribution?

Q.5 (a) Discuss different tools available for measuring Physiological reactions in marketing research.
(b) Explain the concept of applicability and accuracy in context of evaluating Secondary Data.

Q.6 Write short note on any **Two** of following:

i. Scientific method.
ii. Internal validity of experiments.
iii. Elaboration and refinement.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
MANAGEMENT INFORMATION SYSTEM BA (M) – 632
MBA – IV

Date: January 1, 2013 Max Time: 3 Hrs
Max Marks: 60

Instruction:

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

Q-1 Describe, role of System Analyst and End-User during different stages of business system analysis, designing and implementation.

Q-2
(a) Explain direct data entry devices that are being used in financial sector
(b) What do you meant by quality assurance regarding Information and Information System

Q-3 Discuss, how Business Intelligence characteristics imbed into expert systems, and used in business system, code examples

Q-4 What is role of Management Information System(MIS) for different levels of management, gives reason why MIS become essential domain for strategic management

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

a) Cyberspace
b) DSL Technology
c) Data Ware Housing
d) Data Dictionary

Q-6 Differentiate the functionality between the following with relevant examples.

a) MS-Excel and MS-Access
b) Data communication and Networking
c) Transaction Processing System & Strategic Information System

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
FINANCIAL MANAGEMENT BA (M) – 622
MBA – IV

Date: January 04, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:

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

Q 1: (A) A 10-year, 12 percent semiannual coupon bond, with part value of $ 1,000, may be called in 4 years at a call price of $ 1,060. The bond sells for $ 1,100. (Assume that the bond has just been issued.)

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

Q 1: (B) Suppose Ford Motor Company sold an issue of bond with a 10-year maturity, a $ 1,000 par value, a 10 percent coupon rate, and semiannual interest payments.

i. Two years after the bonds were issued, the going rate of interest on bonds such as these fell to 6 percent. At what price would the bonds sell?
ii. Suppose that, 2 years after the initial offering, the going interest rate had risen to 12 percent. At what price would the bonds sell?

Q 2: (A) Microtech Corporation is expanding rapidly, and it currently needs to retain all of its earnings, hence it does not pay any dividends. However, investors expect Microtech to begin paying dividends, with the first dividend of $ 1.00 coming 3 years from today. The dividend should grow rapidly at a rate of 50 percent per year, during year 4 and 5. After year 5, the company should grow at a constant rate of 8 percent per year. If the required return on the stock is 15 percent, what is the value of the stock today?

Q 2: (B) Ezzell Corporation issued preferred stock with a stated dividend of 10 percent of par. Preferred stock of this type currently yields 8 percent, and the par value is $ 100. Assume dividends are paid annually.

a) What is the value of Ezzell's preferred stock?
b) Suppose interest rate levels rise to the point where the preferred stock now yields 12 percent. What would be the value of Ezzell's preferred stock?

Q 3: The Bouchard Company's EPS was $ 6.50 in 2001 and $ 4.42 in 1996. The company pays out 40 percent of its earnings as dividends, and the stock sells for $ 36.

a) Calculate the past growth rate in earnings. (Hint: This is a 5 year growth period.)
b) Calculate the next expected dividend per share, D1 (D0 = 0.4 ($ 6.50) = $ 2.60). Assume that the past growth rate will continue.
c) What is the cost of equity, ks, for the Bouchard Company?

Q 4: Davis Industries must choose between a gas–powered and an electric–powered forklift truck for moving materials in its factory. Since both forklifts perform the same function, the firm will choose only one. (They are mutually exclusive investments.) The electric– powered truck will cost more, but it will be less expensive to operate; it will cost $22,000, whereas the gas–powered truck will cost $17,500. The cost of capital that applies to both investments is 12 percent. The life for each type of truck is estimated to be 6 years, during which time the net cash flows for the electric–powered truck will be $6,290 per year and those for the gas–powered truck will be $5,000 per year. Annual net cash flows include depreciation expenses. Calculate the NPV and IRR for each type of truck, and decide which to recommend.

Q 5: (A) What is the difference between an ordinary annuity and an annuity due?

Q 5: (B) How do your modify the equation for determining the value of an ordinary annuity to find the value of an annuity due?

Q 5: (C) Other things held constant, which annuity has the greater future value: an ordinary annuity or an annuity due? Why?

End of paper

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
MANAGERIAL ACCOUNTING BA (M) – 602
MBA – IV

Date: January 07, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:
ATTEMPT ALL QUESTIONS. Do not write anything on the question paper.

Q # 1: Garden Depot is retailer that is preparing its budget for the upcoming fiscal year. Management has prepared the following summary of its budgeted cash flow:

	1st Qtr	2nd Qtr	3rd Qtr	4th Qtr
Total Cash receipts	$ 180,000	330,000	210,000	230,000
Total Cash disbursements	260,000	230,000	220,000	240,000

The company's beginning cash balance for the upcoming fiscal year will be $ 20,000. The company requires a minimum cash balance of $ 10,000 and may borrow any amount needed from a local bank at a quarterly interest rate of 3%. The company may borrow any amount at the beginning of any quarter and may repay its loans, or any part of its loans, at the end of any quarter. Interest payments are due on any principal at the time it is repaid. For simplicity, assume that interest is not compounded.

Required:
Prepare the company's Cash budget for the upcoming fiscal year.

Q # 2: Chuck Wagon Grills, Inc. makes a single product a hand made specially barbecue grill that it sells for $ 210. Data for last year's operations follows:

Units		**Variable cost per unit**		**Fixed Costs**	
Units in beginning Inventory	0	Direct Material	$ 50	Fixed Manufacturing overhead	$ 700,000
Units Produced	20,000	Direct Labor	80	Fixed Selling and Administrative	285,000
Units Sold	19,000	V. FOH	20		
Units in ending inventory	1,000	V. Selling and Admin	10		
		Total	**$160**	**Total**	**$ 985,000**

Required:
1. Assume that the company uses variable costing. Compute per unit cost.
2. Prepare a Contribution format income statement for the year.
3. What is the Company's break-even pint in terms of number of units and sales dollar?
4. Assume that company uses Absorption Costing. Compute per unit cost.
5. Prepare an Income statement for the year under Absorption Costing.

Q # 3: Menlo Company distributes a single product. The company's sales and expenses for last month follow:

	Total	**Per Unit**
Sales	$ 450,000	$ 30
Variable expenses	180,000	12
Contribution margin	270,000	$ 18
Fixed Expenses	216,000	
Net Operating Income	$ 54,000	

Previous Page
Next Page

Required:

1. What is the monthly break-even point in units sold and in sales dollars?
2. Without resorting to computations, what is the total contribution margin at the break-even point?
3. How many units would have to be sold each month to earn a target profit of $ 90,000? Use the formula method. Verify your answer by preparing a contribution format income statement at the target sales level.

Q # 4: St. Mark's Hospital contains 450 beds. The average occupancy rate is 80% per month. In other words, on average, 80% of the hospital's beds are occupied by patients. At his level of occupancy the hospital's operating costs are $ 32 per occupied bed per day assuming a 30-day month. This $ 32 figure contains both variable and fixed cost elements.
During June, the hospital's occupancy rate was only 60%. A total of $ 326,700 in operating cost was incurred during the month.

Required:

1. Using the high-low method estimate:
   a) The variable cost per occupied bed on a daily basis.
   b) The total fixed operating cost per month.
2. Assume an occupancy rate of 70% per month. What amount to total operating cost would you expect the hospital to incur?

Q # 5: Dawson toys ltd produces a toy called the Maze. The company has recently established a standard cost system to help control costs and has established the following standards for the Maze toys:

Direct Material: 6 microns per toy at $ 0.50 per micron.
Direct labor: 1.3 hours per toy at 8 per hour

During July the company produced 3000 Maze toys. Production data for the month on the toy follow:
Direct materials: 25,000 microns were purchased at a cost of $0.48 per micron. 5000 of these microns were still in inventory at the end of the month.
Direct labor: 4000 direct labor hours were worked at a cost of $ 36,000.

Previous Page
Next Page

Required:

1. Compute the following variances for July:
   a) Direct material price and quantity variance.
   b) Direct labor rate and efficiency variances.
2. Prepare a brief explanation of the possible causes of each variance.

Q # 6: Imperial Jewellers is considering a special order for 20 handcrafted gold bracelets to be given as gifts to members of a wedding party. The normal selling price of a gold bracelet is $189.95 and its unit product cost is $149 as shown below:

Materials	$ 84
Direct labor	45
Manufacturing overhead	20
Unit's product cost	$149

Most of the manufacturing overhead is fixed and unaffected by variations in how much jewelry is produced in any given period. However, $4 of the overhead is variable with respect to the number of bracelets produced. The customer who is interested in the special bracelet order would like special filigree applied to the bracelets. This filigree would require additional materials costing $2 per bracelet and would also require acquisition of a special tool costing $ 250 that would have no other use once the special order is completed. This order would have no effect on the company's regular sales and the order could be fulfilled using the company's existing capacity without affecting any other order.

Required:
What effect would accepting this order have on the company's net operating income if a special price of $169.95 is offered per bracelet for this order? Should the special order be accepted at this price?

End of paper

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
AUDITING; BA (M) – 612
MBA – IV

Date: January 09, 2013 **Max Time: 3 hrs**
Max Marks: 60

Instruction:

1. **Attempt any SIX 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):** What are the primary purposes of an engagement letter? **(5)**
(b): What are the objectives of an engagement letter? **(5)**

Q #2 **(a):** What is an audit evidence? **(3)**
(b): What are its various techniques which are used b the auditor for obtaining evidence? **(7)**

Q #3 **(a):** What is auditing and what are its objects and scope? **(5)**
(b): Explain various classes of Audit. **(5)**

Q #4 **(a):** What information do the working papers include? Why does an auditor need them? **(5)**
(b): Describe the procedures for preparation of working papers. **(5)**

Q #5 **(a):** What do you understand by audit approach? **(4)**
(b): Why does an auditor acquire complete knowledge of the client's business?**(6)**

Q #6 **(a):** What are the primary objectives of an internal control structure? **(4)**
(b): What benefits should good internal control within the accounting system provide for management? **(6)**

Q #7 **(a):** What is an audit program and how should it be prepared? **(4)**
(b): What procedures does an auditor use to obtain the information for audit planning? **(6)**

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
BANKING OPERATIONS & MANAGEMENT BA (M) – 682
MBA – IV

Date: January 11, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:

1. **Attempt ANY 6 questions. Read the questions well before answering. 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 are the "Core" functions of a commercial bank, briefly discuss.
b) Discuss briefly the role of the State Bank as a regulator of the commercial Banking operations.

Q2 a) list the documents mandatory for opening the accounts of Corporate/Private Ltd Companies
b) Briefly discuss the need of 'K.Y.C.' and the importance of 'C.D.D'

Q3 a) Define & discuss the 'fundamental relationship' between a Banker and the customer.
b) Highlight the other relationships between the Banker and his Customer.

Q4 a) Discuss briefly the Principles of Prudent lending.
b) What is a 'Letter of Credit', define & state the various types of 'L.C.'s.

Q5 a) Highlight the various reasons when a bank can refuse payment of his customer's cheque
b) What are the 'customers rights' towards the bank ?

Q6 a) Distinguish between 'Tangible & Intangible 'securities, giving examples thereof
b) Briefly discuss the' Pledge' of trading stocks as a security for an advance

Q7 a) Define 'Crossings' its types, and its advantages.
b) What precautions a collecting banker should take while collecting proceeds of 'Crossed cheques to avail legal Protection under the Negotiable Instruments Act.

Q8 Write short notes on any three of the following:
(i) Clearing House
(ii) S.B.P. Prudential Regulations.
(iii) Restrictive Endorsements.
(iv) A.T.M.

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
GLOBAL MARKETING BA (M) – 642
MBA – IV

Date: January 11, 2013 **Max Time: 3 Hrs**
Max Marks: 60

INSTRUCTIONS:

1. **Attempt any FIVE questions from the following. 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) Discuss specific effects of world trade on domestic economic policy-making. [6 marks]
(b) Discuss the role of World Trade Organization (WTO) in global marketing. [6 marks]

Q2 (a) Define culture in relation to global marketing. [6 marks]
(b) Discuss the importance of internal training program to prepare managers to cope with cultural environment of the host country successfully. [6 marks]

Q3 (a) How can marketing adapt itself to the requirements of Newly Emerging Democracies (NED)? [6 marks]
(a) What do you see as the role of marketing in making democracy succeed in the NEC? [6 marks]

Q4 (a) What are different reasons with which a firm is motivated to go international? [6 marks]
(b) Is there a need for export–trading companies? Explain. [6 marks]

Q5 (a) Is any product ever be the same everywhere it is sold? [6 marks]
(b) How do governments affect product–design decisions of firms? [6 marks]

Q6 Write short notes:
(a) Price negotiations [4 marks]
(b) Leasing [4 marks]
(c) Dumping [4 marks]

OR

Comment on the opinion that "Practically neither an entirely standardized nor an entirely localized advertising approach is necessarily best." [12 marks]

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
PROJECT APPRAISAL BA (M) – 683
MBA – IV

Date: January 14, 2013 Max Time: 3 Hrs
Max Marks: 60

Instruction:

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

QUESTION 1

a: What do you understand by a project and in how many kinds projects are divided?
b: Present a schematic diagram of a feasibility study.

QUESTION 2

a: What are the components of the cost of the project and its various means of financing. Explain in detail
b: What project consideration are relevant for project financing? Discuss.

QUESTION 3

What technical aspects are considered while formulating a technical and engineering project Comprehensive discussion are required?

QUESTION 4

a: Derive a general mathematical formulae of the following:

i. Future value of an amount when compounding occurs m times a year.
ii. Present and Future value of an annuity.
iii. Value of a perpetuity

b: A financial company advertises that it will pay a lump sum of Rs 10,000 at the end of six years to investors who deposit annually Rs.1,000 for six years. What interest rate is implicit in this offer?

QUESTION 5

a: What important questions are raised prior to market analysis and their importance?
b: While preparing market analysis of a development project, which essential considerations are undertaken?

QUESTION 6

Nasir Corp. is considering two mutually exclusive investment projects P and Q. The expected cash flows of these projects are as under:

Year	Project P	Project Q
	Rs.	Rs.
0	(1,000)	(1,600)
1	(1,200)	200
2	(600)	400
3	(250)	600
4	2,000	800
5	4,000	100

Required

a. Construct the NPV Profiles for the projects P and Q.
b. What is the IRR of each project?
c. Which project would you choose if the cost of the project is 10% and 20%?
d. What is each project's MIRR if the cost of the Project is 12%?

END OF PAPER

Previous Page
Next Page

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2012; AFFILIATED COLLEGES
ADVERTISING & PROMOTION BA (M) – 652
MBA – IV

Date: January 14, 2013 **Max Time: 3 Hrs**
Max Marks: 60

Instructions:

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

Q1. Briefly explain the framework for advertising planning and decision making and how the model of advertising communication system work?

Q2. (a) What product characteristics encourage heavy advertising? Little advertising? Why?
(b) What effect does the product life cycle have on the advertising a company uses?

Q3. Describe how marketing and advertising plans are related and explain the difference between objectives & strategies in marketing & advertising plans?

Q4. (a) What are the 5 Ms of the media mix and how are they determined?
(b) Briefly explain the role of public relations on firms marketing programs.

Q5. Define sales promotion and explain the difference between push & pull strategies and give some tactical examples of each in sale promotion.

Q6. Discuss the opportunities & challenges presented by the new digital interactive media & define the various kinds of internet advertising.

Q7. Define any **5** following terms:

1. Advertorial
2. Implied Consumers
3. Opinion Leader
4. Autobiography
5. 3–D Ads
6. Usage Rate
7. Subliminal Advertising

END OF PAPER

Previous Page
Next Page

AFFILIATED COLLEGES

MBA FINAL

Previous Page

Next Page

EXAMINATION

PAPERS

DECEMBER 2012