

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES**  
**FUNDAMENTALS OF ACCOUNTING; BA (M)-521**  
**MBA – I**

Date: July 22, 2016

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

1. Attempt any 3 questions. Do not write anything on 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 1:

From the following Trial Balance of Ahmed Traders prepare Income Statement for the year ended 30-06-2016 and the Balance Sheet as on that date:

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

Adjustments:

Closing Stocks valued at Rs. 40,000.

Outstanding Expenses are: Wages Rs. 4,200, Salaries Rs. 5,400, and Printing Bill Rs. 1,800.

Depreciate Machinery at 12% p.a on cost.

Patents are to be revalued on 30-06-2016 at Rs. 36,300.

Rent earned Rs. 6,000

Question 2:

Records of Nash Company shows the following data relative to commodity Z:

|      |    |                   |       |       |   |         |
|------|----|-------------------|-------|-------|---|---------|
| June | 1  | Opening inventory | 1,000 | Units | @ | \$ 5.00 |
|      | 5  | Purchases         | 2,000 | Units | @ | 5.50    |
|      | 12 | Purchases         | 3,000 | Units | @ | 5.40    |
|      | 14 | Sales             | 3,500 | Units | @ | 10.00   |
|      | 15 | Purchases         | 5,000 | Units | @ | 6.00    |
|      | 22 | Purchases         | 1,000 | Units | @ | 7.00    |
|      | 30 | Sales             | 4,000 | Units | @ | 10.00   |

Required:

Compute the cost of ending inventory and gross profit on June 30, under each of the following methods:

- a. First-in-first-out. (Perpetual)
- b. Last-in-first-out. (Periodic)
- c. Weighted average method.

Question 3: Prepare bank reconciliation statement and adjusting entries for the month of JULY

Vigo's cash book (bank columns) showed the following entries.

| Dr     |             | Vigo<br>Cash Book |        | Cr       |     |
|--------|-------------|-------------------|--------|----------|-----|
|        |             | \$                |        |          | \$  |
| July 1 | Balance b/d | 1450              | July 7 | Singh    | 920 |
| 10     | Cash        | 500               | 16     | Robinson | 480 |
| 19     | Parker      | 260               | 24     | Kings    | 220 |
| 31     | Cash        | 200               |        |          |     |

The following bank statement was received by Vigo.

| Date   | Details                     | Withdrawn<br>\$ | Paid in<br>\$ | Balance<br>\$ |
|--------|-----------------------------|-----------------|---------------|---------------|
| July 1 | Balance b/f                 |                 |               | 1450          |
| 10     | Cash                        |                 | 500           | 1950          |
| 12     | Singh                       | 920             |               | 1030          |
| 19     | Parker                      |                 | 260           | 1290          |
| 21     | Robinson                    | 480             |               | 810           |
| 22     | Dishonoured cheque – Parker | 260             |               | 550           |
| 25     | Dividend                    |                 | 25            | 575           |
| 31     | Bank charges                | 20              |               | 555           |

Question 4: Prepare the journal entries in the books of Gomez Inc.:

Nov 1, 2015 He receives a \$100,000, 30-day, 20% promissory note in settlement of an open account receivable (from Broke Bob)

Dec 1, 2015 Broke Bob pays the amount he owes

Dec 26, 2015 He makes a \$200,000 loan to Honest Al and receives a 60-day, 16% promissory note

Dec 31, 2015 He records any adjusting entries required

Feb 24, 2016 Honest Al isn't so honest – he doesn't pay Gomez!

Mar 31, 2016 Honest Al files for bankruptcy and Gomez writes off his account as uncollectible (assume the allowance method)

**END OF SUBJECTIVE PAPER**

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

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES**  
**BUSINESS MATHEMATICS; BA (M)-531**  
**MBA – I**

**Date: July 15, 2016**

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

**INSTRUCTIONS:**

- 1. Attempt any 6 questions. Do not write anything on 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. A police department estimates that the total cost  $C$  of owning and operating a patrol car can be estimated by the linear equation  $C = 0.40x + 18,000$  where  $C$  is the total Cost and  $x$  be the number of miles driven.

- a) Elaborate this equation in your own words
- b) Also draw the graph

Q2. Find Derivative by First Principle  $f(x) = x^3$

Q3. Compute the exponential function  $f(x) = x^2 + 3x - 4e^x$ , for  $f(0)$ ,  $f(-3)$ , and  $f(1)$

Q4. There are two families Mr. Sharif and Mr. Khan. Mr. Sharif family has 2 men, 3 women and 1 child, however, Mr. Khan's family consists 1 man, 1 woman, and 2 Childs, If Mr. Sharif's family denoted by 'A' and Mr. Khan's family denoted by 'B'. Calculate the daily requirement of calories and protein for each family.

|              | Calories | Protein (gms) |
|--------------|----------|---------------|
| <b>Men</b>   | 2400     | 55            |
| <b>Women</b> | 1900     | 45            |
| <b>Child</b> | 1800     | 33            |

Q5. Find the derivative of following functions (any One)

$$f(x) = \frac{10-x}{x^2+2} \quad \text{(ii) } f(x) = (x^2 - 2x)(x^6 + 6x^2)$$

Q6. Apply Integration to solve the differential equation

$$dy = y.(x^2 + 2).xdx$$

Q7. Integrate any One of the following:

(i)  $f'(x) = \frac{a-bx}{2ax-bx^2}$

(ii)  $f'(x) = x^2.e^{3x^3} dx$

(iii)  $f'(x) = e^{x^2+4x} .(x+2).dx$

Q8. The Demand for the production of a firm varies with the price that the firm charges for the product. The firm estimates that annual total revenue  $R$  (stated \$ 2000) is a function of the price  $P$  (stated

in dollars). Specifically,  $R = f(P) = -50P^2 + 600P$

- a) Determine the price which should be charged in order to maximize total revenue.
- b) What is the maximum value of annual total Revenue?
- c) Also draw the graph.

**END OF SUBJECTIVE PAPER**

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

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
INTRODUCTION TO BUSINESS MANAGEMENT; BA (M)-541  
MBA – I**

**Date: July 20, 2016**

**Max. Time: 2 Hrs**

**Max. Marks: 40**

**INSTRUCTIONS:**

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

- Q1 What is business? Discuss the objectives of business also mention the qualities of a successful business man in detail.
- Q2 Propose different measures for encouraging cohesion in your team?
- Q3 Identify the three major forms of business ownership? Also discuss the advantages and disadvantages of the major forms of business ownership?
- Q4 What is management? Discuss the four basic functions of management.
- Q5 Explain briefly motivational theories.  
1. Hierarchy of human needs theory  
2. Equity theory
- Q6 Discuss the importance of strategic marketing and draw a basic outline for a marketing plan.
- Q7 Why communication is effective for management and how communication channels effect the quality of communication? Explain in your own words.
- Q8 Define human resource management? Explain the importance of human resource management.

**END OF SUBJECTIVE PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES**  
**ORGANIZATIONAL BEHAVIOR; BA (M)-561**  
**MBA – I**

**Date: July 13, 2016**

**Max Marks: 40**

**Max Time: 2 Hrs**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Do not write anything on 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 a) What distinction among sensation and perception?

b) Briefly explain the concept of halo effect.

Q2 a) Briefly explain the different types of motives?

Q2 b) What are the characteristics of attitude?

Q3 a) Define negative Reinforcement and positive Reinforcement.

b) Are the terms rewarding and Reinforcing used interchangeably?

Q4 Define stress? What are the causes and consequences of stress? How can we manage stress?

Q5 Write short notes on the following:

1. Attribution
2. Traits
3. Locus of control
4. Self-actualization

**END OF SUBJECTIVE PAPER**

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

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE  
BUSINESS COMMUNICATION – II; BA (M)–502  
MBA – II**

**Date: July 12, 2016**

**Max Time: 2 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt 3 questions, where Q4 is compulsory.**
- 2. Do not write anything on the question paper.**
- 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 Briefly explain that how to write an agenda for business meeting? Illustrate with an example. **[08]**
- Q2 What kind of verbal and nonverbal messages should be exhibited, during an employment interview? **[08]**
- Q3 Criticism in business always creates new ideas and opportunities. Do u agree? Discuss. **[08]**
- Q4 Create a resume for the following advertisement. Also write a cover letter. **[14]**

**MANAGING DIRECTOR**

200,000 plus benefits

We are the brand leaders of our specialized marketing sector in Pakistan. As the business grows we face new challenges in the marketing sector. We need someone with loads of experience and vision to take the organization forward. We need a motivated, dedicated and dynamic man with;

- Effective public relations communication and presentations skills.
- Ability to achieve targets.
- Ability to lead from the front and motivate.

Apply with confidence  
E-mail your resume to:  
darz2016@gmail.com

**END OF EXAM PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
COMPUTER APPLICATION TO BUSINESS; BA (M)-512  
MBA – II**

**Date: July 21, 2016**

**Max Time: 1.5 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt any 3 questions. 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 a) Write down the reasons why Electronic Data Interchange (EDI) is used in B2B e-Commerce?
- Q1 b) Describe the major E-Commerce application models with business reference and examples
- Q2 What is meant by cyberspace? Explain the role of cyberspace in the modern office automation?
- Q3 a) Describe how MS-Excel is used in financial modeling? Illustrate at least five potential features of each with examples
- Q3 b) Enlist the special features of presentation program (PPT) that are being used in professional environment
- Q4 Write down brief notes on any three of the following with examples:
- a) E- Marketing
  - b) Payment Gateway
  - c) Software as a Service (SaaS)
  - d) Electronic Funds Transfer System
  - e) Search Engine Optimization (SEO)
- Q5 Differentiate distinguishing points between any Three of the following:
- a) Website and Web Portal
  - b) Web Server and Application Server
  - c) P2P System and S2S System
  - d) Client Machine and Server Machine

**END OF SUBJECTIVE PAPER**

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

Page 1 of 2

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
FINANCIAL ACCOUNTING; BA (M)-522  
MBA – II**

Date: July 19, 2016

Max Time: 2 Hrs

Max Marks: 40

**INSTRUCTIONS:**

1. Attempt any 4 questions. 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**

**Shan Company  
Comparative Balance Sheet**

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

Additional Data:

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

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

**Q2** On December 31, 2011 Berry Corporation sold some of its product to Flynn Company, accepting a 3%, four-year promissory note having a maturity value of Rs 500,000 (interest payable annually on December 31). Berry Corporation pays 6% for its borrowed funds. Flynn Company, however, pays 8% for its borrowed funds. The product sold is carried on the books of Berry at a manufactured cost of Rs 310,000. Assume Berry uses a perpetual inventory system.

**Required:**

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



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

Page 2 of 2

**Q3** Described below are certain transactions of Larson Company for 2012:

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

**Required:**

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

**Q2** Galaxy Company uses a periodic inventory system. The company's records show the beginning inventory of product no.M212 on January 1 and the Purchases of this item during the current year to be as follows:

|         |                     |       |       |   |        |
|---------|---------------------|-------|-------|---|--------|
| Jan. 1  | Beginning inventory | 700   | units | @ | \$100. |
| Feb. 23 | Purchase            | 1,400 | units | @ | \$110. |
| Apr.20  | Purchase            | 3,800 | units | @ | \$112. |
| May.4   | Purchase            | 4,200 | units | @ | \$116. |
| Nov.30  | Purchase            | 900   | units | @ | \$120. |

A physical count indicates 1,800 units in inventory at year end. The selling price of each unit was \$ 165. Assume that company uses (a) Average Cost (b) FIFO (c) LIFO

**Required:**

1. Compute Cost of merchandise inventory ending.
2. Compute cost of Goods Sold.
3. Compute Gross Profit.

**Q4** The following data are taken from the record of the Apple Company at the end of the year 2012. Cash \$ 24,000; Marketable Securities 15,000; Ending Inventory 40,000; Accounts Receivable Ending 50,000; Shares Capital 300,000; Retained Earnings 150,000; Purchases (net) 160,000; Sales(net) 270,000; Selling Expenses 34,000, General Expenses 18,000; Unexpired Insurance 12,000; Accounts Payable 30,000; Total Assets (net) 750,000; Accrued Expenses 10,000; Debenture Payable 260,000.

Assume that Merchandise Inventory and Account Receivable opening of the year were \$ 25,000 and \$ 60,000 respectively.

**Required:**

1. Working Capital
2. Acid Test Ratio
3. Current Ratio
4. Equity ratio on Assets.
5. Book value each share
6. Accounts Receivable Turnover
7. Rate of Gross Profit on Sale.
8. Inventory turnover
9. Average days of operating cycles.
10. Debt to Equity Ratio.

**Q5** Company reports the following:

|  |            |
|--|------------|
| Net income                             | Rs 240,000 |
| Preferred dividends                    | Rs 10,000  |
| Shares of common stock outstanding     | Rs 20,000  |
| Market price per share of common stock | Rs 35.00   |

Determine the company's price-earnings ratio. Round your answer to one digit after the decimal place.

**END OF SUBJECTIVE PAPER**

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE**  
**BUSINESS STATISTICS: BA (M) – 532**  
**MBA – II**

Date: July 14, 2016

Max Time: 1.5 Hrs  
Max Marks: 30

**INSTRUCTIONS:**

1. Attempt all questions. 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 a) The following data represents the running times of films produced by two company

|            |     |     |     |     |     |     |     |     |
|------------|-----|-----|-----|-----|-----|-----|-----|-----|
| Company I  | 150 | 160 | 145 | 150 | 140 | 155 | 150 | 155 |
| Company II | 170 | 150 | 145 | 160 | 140 | 165 | 155 | 160 |

- Calculate which company is more consistent.

b) Write two properties of

- a) Standard Deviation
- b) Coefficient of Variation
- c) Coefficient of Correlation
- d) Coefficient of Regression
- e) Mode

Q2 a) i) The number of ways in which letters of the word INFINITY can be arranged.  
ii) How many four digit numbers can be formed from the digits 0, 5, 6, 7, 8, 9. If each digit is used only once.

b) Calculate the missing values for four examples on the table below

| Sr | Class interval | Mid-point | Class boundary | Width of class |
|----|----------------|-----------|----------------|----------------|
| a. | 0.05—0.09      | ?         | ?              | ?              |
| b. | (-2.5)—(-1.5)  | ?         | ?              | ?              |
| c. | 1.984—2.872    | ?         | ?              | ?              |
| d. | ?              | 5         | ?              | 4              |

Q3 a) The probability that 30% of the people travel by motorcycle wear glasses. From a sample of 8 motor cycle owners, calculate the probability that

- i. Exactly 2 wear glasses
- ii. At-least 6 wear glasses
- iii. More than mean number wear glasses.

b) The data shows amount received when Rs 100 is invested in a bank term deposit

|                            |   |   |    |    |    |    |    |
|----------------------------|---|---|----|----|----|----|----|
| Time in years X            | 3 | 5 | 8  | 10 | 12 | 15 | 20 |
| Amount received per year Y | 6 | 8 | 12 | 15 | 18 | 25 | 30 |

Data:  $\Sigma X=73$   $\Sigma Y=114$   $\Sigma XY=1495$   $\Sigma X^2=967$   $\Sigma Y^2=2318$

- i) Find regression line to estimate amount received when deposited for 6 years.
- ii) Interpret a and b.

**END OF SUBJECTIVE PAPER**

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE  
INTRODUCTION TO MARKETING; BA (M)-542 (PART B)  
MBA-II**

**Date: July 16, 2016**

**Max Time: 90 Mins**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt any 3 questions. Do not write anything on the question paper.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q.1. Write short notes on **any four** of the following:

1. Exclusive Distribution
2. Un-Owned Positioning
3. Route to Marketing
4. Price ceiling & Price Flooring
5. AIDA Model

Q.2. Briefly explain the different types of advertising.

Q.3. What are the common basis of segmenting organizational market explain with examples?

Q.4. Comment on the statement "Every market needs research".

**END OF SUBJECTIVE PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES**  
**HUMAN RESOURCE MANAGEMENT; BA (M)–552**  
**MBA – II**

**Date: July 23, 2016**

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

**INSTRUCTIONS:**

- 1. Attempt 3 questions, where Q-2 is compulsory.**
- 2. Do not write anything on the question paper.**
- 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.**

**Q-2(a)** ABC Company is a Seth owned company that produces Ceramic products. The company was formed by *Seth Nadir Khan* in 1971, after his demise in 1990 his son *Noor Khan* took the control of the company and became the CEO. The company had been going well until 2006. The company performance started to go down by 2007 and in 2011 the company had become a loss incurring entity. *Noor Khan* became worried about the company, and he approached a 'Business Consultant Firm' to find some solution. The consultancy firm analyzed the whole situation and diagnosed that the major cause of poor performance was the poorly done 'human resource management' (which was looked after by the General Administration Department of the company). The consultant suggested that the company should establish a separate HR department (HRD) and hire qualified and experienced HR professionals. *Noor Khan* did not like the suggestion because he thought having a separate HRD would just be an additional cost on the company. 04

What do you think? Should there be a separate HRD in the company? What factors you think should be considered before deciding to have an HRD or not? How a separate HRD could affect the company?

**(b)** What do you understand by the following: (any three) 06

1. Recruitment
2. Selection
3. Orientation
4. Training
5. Compensation Management

**Q-3(a)** Comment on the statement, "training and development should be considered as investment not as a cost" 03

**(b)** Explain briefly any three training methods with their positive and negative sides. 07

**Q-4** Discuss the uses of Job Analysis Information, what is the role of HR manager and Line manager in the whole Job Analysis exercise in the company 10

**Q-5** Write short notes on the following (any four ) 10

1. Job posting
2. Succession planning
3. Realistic Job Preview
4. Negligent hiring
5. Recruiting yield pyramid
6. Broad banding

**END OF SUBJECTIVE PAPER**

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES**  
**ADVANCE BUSINESS STATISTICS BA (M) – 601**  
**MBA – III**

**Date: July 20, 2016**

**Max Time: 2 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt all questions, all carry equal marks.**
- 2. Do not write anything on the question paper.**
- 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 Differentiate between the following:

1. Efficiency and Consistency property of good estimate.
2. The standard error and standard deviation.
3. Type I error and type II errors.
4. Test of Significant and Test of Hypothesis.
5. Cyclic Variations and Seasonal variations in a time series data.

Q2 Given that  $P(Z < 1) = 0.8413$  &  $P(Z < 2) = 0.9772$ , by using the symmetric property of normal curve calculate

- a) What proportion of a normal distribution lies within one standard deviation of the mean?
- b) What proportion is more than 2.0 standard deviations from the mean?
- c) The temperature (in degree C) follows normal distribution with mean = 1 and variance=1. Calculate the probability that temperature is positive.

Q3 a) A university constructing a hall for deciding about the height of the main gate, a random sample of 250 students were taken and their height( in cm) were recorded, following results were obtained.

$\sum x = 43205$       $\sum x^2 = 7469107$ . Construct 99% confidence interval of the mean height of students and decide about the height of the main gate. (Table value  $\pm 3.29$ )

- b) By using the confidence interval test the hypothesis that  $\mu = 185$  cm.

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE**  
**COST ACCOUNTING; BA (M)-611 (PART B)**  
**MBA – III**

Date: June 11, 2016

Max Time: 90 Mins  
Max Marks: 30

**INSTRUCTIONS:**

1. Attempt any 4 questions. 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 On January 1, the ledger of the Ideal Furniture Company contained, among other accounts, the following: Finished Goods, \$25,000; Work in Process, \$30,000; Materials, \$15,000. During January, the following transactions were completed:

- (a) Materials were purchased at a cost of \$28,000.
- (b) Direct materials in the amount of \$21,000 were issued from the storeroom.
- (c) Storeroom requisitions for indirect materials and supplies amounted to \$3,200.
- (d) The total payroll for January amounted to \$31,000, including marketing salaries of \$7,500 and administrative salaries of \$5,500. Labor time tickets show that \$15,500 of the labor cost was direct labor.
- (e) Various factory overhead costs were incurred for \$12,000 on account.
- (f) Total factory overhead is charged to the work in process account.
- (g) Cost of production completed in January totaled \$58,000, and finished goods in the shipping room on January 31 totaled \$18,000.
- (h) Customers to whom shipments were made during the month were billed for \$88,000. (Also record entry for cost of goods sold.)

**Required:** Prepare journal entries for the transactions, including the recording, payment, and distribution of the payroll.

Q2 Winkel Woodcrafters produces special-order wood products. The company uses job order costing for pricing and cost accumulation purposes. The following costs were incurred on two recent jobs:

| <u>Cost Item</u>          | <u>Job Pine-20</u>         | <u>Job Birch-10</u>        |
|---------------------------|----------------------------|----------------------------|
| Direct materials:         |                            |                            |
| Issued                    | \$6,500                    | \$8,000                    |
| Returned                  | 500                        | 0                          |
| Indirect materials used   | 500                        | 400                        |
| Direct labor              | \$9,000                    | \$15,000                   |
| Direct labor rate         | \$9 per hour               | \$10 per hour              |
| Overhead application rate | \$10 per direct labor hour | \$15 per direct labor hour |

The company adds a 50% markup on cost in determining the amount to charge for each job.

**Required:** Prepare a schedule showing the cost and the amount to be charged for each job.

Q3 On October 1, the Fahad Company had the following inventories: Materials, 200% of WIP beg; WIP, 2/6 of finished goods (beg.); and finished goods, Rs 36,000. During the month, materials purchases totaled Rs 56,000. Direct labor for October was 5% of sales, at a uniform wage of Rs 6.40 per hour. Marketing and administrative expenses for the month amounted to 10% of net sales. Inventories on October 31 were as follows: Materials 20,000; WIP 20% of Direct labor for October; and finished goods, Rs 40,000. Net sales for October totaled 5 times of finished goods ending. FOH is applied on the basis of Rs 8 per direct labor hour.

**Required:** Define and calculate:

- |                               |                    |
|-------------------------------|--------------------|
| 1) Cost Of Goods Manufactured | 4) Conversion Cost |
| 2) Direct material consumed   | 5) Direct labor    |
| 3) Cost of Goods Sold         |                    |

Q4 Eastern Company uses a standard cost system in which manufacturing overhead is applied to units of product on the basis of standard direct labor-hours (DLHs). The denominator activity level is 60,000 direct labor-hours, or 300,000 units.

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

|                           | <i>Standard quantity or hours</i> | <i>Standard price or rate</i> | <i>Standard cost</i> |
|---------------------------|-----------------------------------|-------------------------------|----------------------|
| Direct materials .....    | 0.25 kilogram                     | Rs 16 per kilogram            | Rs 4                 |
| Direct labor .....        | 0.20 DLH                          | Rs 10 per DLH                 | 2                    |
| Variable overhead .....   | 0.20 DLH                          | Rs 5 per DLH                  | 1                    |
| Fixed overhead .....      | 0.20 DLH                          | Rs 10 per DLH                 | 2                    |
| Total standard cost ..... |                                   |                               | <u>Rs 9</u>          |

- Actual data for the year follow:

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

**Required:**

- Compute the variable manufacturing overhead spending and efficiency variances.
- Compute the fixed manufacturing overhead budget and volume variances.

Q5 Cost of Production Report, Second Department, Fifo Costing. Handy Tool Company manufactures a product in two departments, Shaping and Assembly. The product is cut out of sheet metal, bent to shape, and painted in the Shaping Department. Then, it is transferred to the Assembly Department where component parts purchased from outside vendors are added to the unit. A process cost system with a fifo cost flow assumption is used to account for work in process inventories. Data related to November operations in the Assembly Department follow:

|  |       |
|--|-------|
| Units in beginning inventory (90% materials, 80% labor and overhead) | 1,000 |
| Units received from the Shaping Department this period               | 3,000 |
| Units transferred to Finished Goods Inventory this period            | 2,800 |
| Units in ending inventory (50% materials, 40% labor and overhead)    | 1,200 |

|                                     | <u>Beginning Inventory</u> | <u>Added This Period</u> |
|-------------------------------------|----------------------------|--------------------------|
| Costs charged to the department:    |                            |                          |
| Costs from the preceding department | \$23,600                   | \$29,250                 |
| Materials                           | 7,700                      | 13,375                   |
| Direct labor                        | 3,500                      | 9,672                    |
| Factory overhead                    | 4,900                      | 16,616                   |

**Required:** Prepare a November cost of production report on a FIFO basis for the Assembly Department.

Q6 Materials Variance Analyses. Healthy Dinners Inc. packages a frozen fish dinner that consists of 6 ounces of halibut, 4 ounces of asparagus, 5 ounces of rice, and 3 ounces of yogurt. On October 1, the following price standards were set for each batch of 1,000 dinners:

| <u>Item</u> | <u>Materials Price Standard</u> |
|-------------|---------------------------------|
| Halibut     | \$.60 per ounce                 |
| Asparagus   | 0.25                            |
| Rice        | 0.10                            |
| Yogurt      | 0.20                            |

The actual cost for 1,000 dinners was: halibut, \$.70 per ounce; asparagus \$.20 per ounce; rice, \$.12 per ounce; and yogurt, \$.22 per ounce.

Quantity variances arise from the cooking process. The materials used for the 1,000 dinners in Batch 1099 were:

|           |              |
|-----------|--------------|
| Halibut   | 5,500 ounces |
| Asparagus | 3,800        |
| Rice      | 4,900        |
| Yogurt    | 3,150        |

**Required:** Determine the materials price usage variance and the materials quantity (or usage) variance for Batch 1099. (Indicate whether each variance is favorable or unfavorable.)

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES**  
**INTRODUCTION TO BUSINESS FINANCE BA (M) – 621**  
**MBA – III**

**Date: July 18, 2016**

**Max Time: 2 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

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

- Q1 a) The 2013 balance sheet of ABC Inc., showed current assets of \$2,100 and current liabilities of \$1,380.  
The 2014 balance sheet showed current assets of \$2,250 and current liabilities of \$1,710.  
What was the company's 2009 change in net working capital, or NWC?
- a) Ahmed and Sons 2013 balance sheet showed net fixed assets of \$3.4 million, and the 2014 balance sheet showed net fixed assets of \$4.2 million. The company's 2014 income statement showed a depreciation expense of \$385,000. What was net capital spending for 2014?
- Q2 a) The Red Carpet Corporation has ending inventory of \$407,534, and cost of goods sold for the year just ended was \$4,105,612.  
What is the inventory turnover?  
The days' sales in inventory?  
How long on average did a unit of inventory sit on the shelf before it was sold?
- b) GBD, Inc., has net working capital of \$1,370, current liabilities of \$3,720, and inventory of \$1,950.  
What is the current ratio?  
What is the quick ratio?
- c) Sadiq Corp. has current liabilities of \$365,000, a quick ratio of 0.85, inventory turnover of 5.8, and a current ratio of 1.4.  
What is the cost of goods sold for the company?
- Q3 a) Assume the total cost of a college education will be \$290,000 when Akber enters college in 18 years. His father presently has \$55,000 to invest.  
What annual rate of interest must he earn on investment to cover the cost of his child's college education?
- b) ABC Bank pays 8 percent simple interest on its savings account balances, whereas XYZ Bank pays 8 percent interest compounded annually. If you made a \$5,000 deposit in each bank, how much more money would you earn from your XYZ Bank account at the end of 10 years?
- Q4 a) An investment offers \$5,300 per year for 15 years, with the first payment occurring one year from now. If the required return is 7 percent, what is the value of the investment? What would the value be if the payments occurred for 40 years?
- b) Your company will generate \$73,000 in annual revenue each year for the next eight years from a new information database.  
If the appropriate interest rate is 8.5 percent, what is the present value of the savings?
- c) If you deposit \$4,000 at the end of each of the next 20 years into an account paying 11.2 percent interest, how much money will you have in the account in 20 years?  
How much will you have if you make deposits for 40 years?
- Q5 a) Ahmed and Sons last year reported \$10 million and inventory turnover ratio of 2. The company is now adopting a new inventory system. If the new system is able to reduce the firm's inventory level and increase the firm's inventory turnover ratio to 5, while maintaining the same level of sales, how much cash will be freed up?
- b) What is the nominal effective cost of trade credit under the credit terms of 3/15, net 30?

**END OF SUBJECTIVE PAPER**



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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
PRODUCTION OPERATIONS MANAGEMENT BA (M) – 631  
MBA – III**

**Date: July 15, 2016**

**Max Time: 2 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

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

- Q.1 Why is operations management important in all types of organization?
- Q.2 How traditional manufacturing may be improved?
- Q.3 What is the difference between a 'top-down' and a 'bottom-up' view of operations strategy?
- Q.4 What are the competitive properties? Explain how a firm can compete on the basis of cost with special reference to its operations?
- Q.5 How would you differentiate between p-chart and c-chart?
- Q.6 What are the performance objectives of operations and what are the internal and external benefits which derive from excelling in each of them?
- Q.7 How does ABC analysis assist inventory control? Can you suggest any alternative?

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
ECONOMICS INDUSTRIAL DEVELOPMENT OF PAKISTAN BA (M) – 641  
MBA – III**

**Date: July 13, 2016**

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

**INSTRUCTIONS:**

- 1. Attempt any 3 questions, ALL carry equal marks.**
- 2. Do not write anything on the question paper.**
- 3. Mobile Phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. Define deficit financing? Why do you think that Pakistan annual budget is always deficit budget?
- Q2. Define poverty. Write down its three majors in the context of Pakistan?
- Q3. Define monetary policy. Write down its three objectives.
- Q4. Discuss the impact of fall of rupees in Pakistan economy.

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
INTRODUCTION TO RESEARCH METHODS BA (M) – 651  
MBA – III**

**Date: July 22, 2016**

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

**INSTRUCTIONS:**

- 1. Attempt any 3 questions, all carry equal marks.**
- 2. Do not write anything on the question paper.**
- 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) Briefly define the advantages and disadvantages of the five types of probability sampling.  
b) Briefly define the potential sources of experimental errors.
- Q2 Briefly mention the sources of data collection available for a researcher to conduct research.
- Q3 Give an example of each of the following sampling techniques:  
a) Snowball  
b) Self-selection  
c) Stratified random  
d) Purposive  
e) Convenience
- Q4 Wall's wants to undergo a research project to introduce a new ice-cream flavor in the market in September 2016. Briefly discuss the steps required to conduct the research process.

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE  
MANAGERIAL ACCOUNTING; BA (M)-602 (PART B)  
MBA-IV**

**Date: July 16, 2016**

**Max Time: 2 Hrs  
Max Marks: 40**

**INSTRUCTIONS:**

1. **Attempt any 4 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** Basheer Inc. produces and sells two products. Data concerning those products for the most recent month appear below:

|                   | <b>Product W07C</b> | <b>Product B29Z</b> |
|-------------------|---------------------|---------------------|
| Sales             | \$25,000            | \$27,000            |
| Variable expenses | \$7,000             | \$8,600             |

Fixed expenses for the entire company were \$32,860.

**Required:**

- a) Determine the overall break-even point for the company. Show your work!
- b) If the sales mix shifts toward Product W07C with no change in total sales, what will happen to the break-even point for the company? Explain.

**Q.2** Pervez Company, which has only one product, has provided the following data concerning its most recent month of operations:

|  |           |
|--|-----------|
| Selling price.....                       | \$121     |
| Units in beginning inventory.....        | 400       |
| Units produced.....                      | 6,800     |
| Units sold.....                          | 6,900     |
| Units in ending inventory.....           | 300       |
| Variable costs per unit:                 |           |
| Direct materials.....                    | \$35      |
| Direct labor.....                        | \$36      |
| Variable manufacturing overhead.....     | \$3       |
| Variable selling and administrative..... | \$4       |
| Fixed costs:                             |           |
| Fixed manufacturing overhead.....        | \$197,200 |
| Fixed selling and administrative.....    | \$96,600  |

The company produces the same number of units every month, although the sales in units vary from month to month. The company's variable costs per unit and total fixed costs have been constant from month to month.

**Required:**

- a) What is the unit product cost for the month under variable costing?
- b) Prepare an income statement for the month using the contribution format and the variable costing method.

**Q.3** Osaf Corporation, which makes helicopter rotors, has provided the following data for November:

|  |        |               |
|--|--------|---------------|
| Budgeted production  | 3,300  | rotors        |
| Actual production  | 3,500  | rotors        |
| Standard machine-hours per rotor                                   | 8.7    | machine-hours |
| Budgeted machine-hours (8.7 × 3,300)                               | 28,710 | machine-hours |
| Standard machine-hours allowed for the actual output (8.7 × 3,500) | 30,450 | machine-hours |
| Actual machine-hours   | 31,010 | machine-hours |

|   |        |                  |
|---|--------|------------------|
| Budgeted variable overhead cost per machine-hour: |        |                  |
| Indirect labor                                    | \$1.00 | per machine-hour |
| Power   | \$2.50 | per machine-hour |

|                                       |          |  |
|---------------------------------------|----------|--|
| Actual total variable overhead costs: |          |  |
| Indirect labor                        | \$32,673 |  |
| Power                                 | \$70,913 |  |

**Required:**

- Prepare a variable overhead performance report in good form showing the total variances, the spending variances, and the efficiency variances.

**Q.4** Danish Corporation uses the following activity rates from its activity-based costing to assign overhead costs to products.

| Activity Cost Pools        |         | Activity Rate      |
|----------------------------|---------|--------------------|
| Setting up batches         | \$98.54 | per batch          |
| Processing customer orders | \$42.00 | per customer order |
| Assembling products        | \$3.53  | per assembly hour  |

Data concerning two products appear below:

|                           | Product K52W | Product X94T |
|---------------------------|--------------|--------------|
| Number of batches         | 55           | 73           |
| Number of customer orders | 9            | 17           |
| Number of assembly hours  | 697          | 402          |

**Required:**

- How much overhead cost would be assigned to each of the two products using the company's activity-based costing system?

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

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

**b)** Prove which cost structure has more operating leverage and risky. Prove with help of DOL, Breakeven point and Margin of safety

- (1) Total cost = 6X + 40000
- (2) Total cost = 4X + 80000

**Q6. a)** Define committed and discretionary fixed cost. Now a day's Third party contract is popular method of hiring, how this method provides the flexibility to cost managers to change the cost structure according to the business trend?

- b)** How the time and legal factors affect on the behavior of the cost?
- c)** Define CVP analysis. Discuss about the assumptions of breakeven analysis.
- d)** Define relevant range, degree of operating leverage and relevant information.

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE  
RECRUITMENT & SELECTION; BA (M)-606 (PART B)  
MBA-IV**

**Date: July 21, 2016**

**Max Time: 2 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt all questions, all carry 5 marks.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phone(s) or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1. Define recruitment and selection. Draw & explain the recruitment and selection process model.
- Q2. What is Job Analysis? What information is provided by it? Explain the Process, Purposes and Uses of Job Analysis.
- Q3. What are the contents of Job Description and Job specifications? Explain with example.
- Q4. Why is the job interview considered to be the most popular selection technique? What are the types of interview? Explain with examples.
- Q5. Explain the role of marketing in attracting applicants. Also define the role of research, planning, positioning and supporting in job advertisements. Explain.
- Q6. Describe the relationship between selection, recruitment and placement. Also differentiate between Resume, CV and Bio data

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE  
AUDITING; BA (M)-612 (PART B)  
MBA-IV**

**Date: July 19, 2016**

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

**INSTRUCTIONS:**

- 1. Attempt any 3 questions. Do not write anything on the question paper.**
- 2. Mobile phone(s) or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 Define scope and need of audit. What are the objectives of audit according to ISA-240?

Q2 a) What is audit engagement letter?

b) 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.

Q3 Give outline of audit program for the verification of any one item from following:

- a. Fixed Assets
- b. Inventory
- c. Account Receivable

Q4 Discuss the importance of internal control system in an organization and who are responsible for it.

**END OF SUBJECTIVE PAPER**

**POWERED ON MOBILE PHONE(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 2016; AFFILIATED COLLEGE  
FINANCIAL MANAGEMENT; BA (M)-622 (PART A)  
MBA-IV**

Date: July 14, 2016

Max Time: 2.5 Hrs  
Max Marks: 40

**INSTRUCTIONS:**

1. Attempt any 5 questions. Do not write anything on the question paper.
2. Mobile phone(s) 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 Your company is considering two mutually exclusive projects, X and Y, whose costs and cash flows are shown below:

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

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

Q2 You are an investor in common stock and currently hold a well-diversified portfolio which has an expected return of 12 percent with a beta of 1.2. You plan to buy 100 shares of ATTOCK at Rs10 a share. ATTOCK has an expected return of 20 percent with a beta of 2.0. The total value of your current portfolio is Rs9,000. What will be the expected return and beta of the portfolio after the purchase of the new stock?

Q3 A company has determined that its optimal capital structure consists of 40 percent debt and 60 percent equity. Given the following information, calculate the firm's weighted average cost of capital.

$r_d = 6\%$   
Tax rate = 40%  
 $P_0 = Rs25$   
Growth = 0%  
 $D_0 = Rs2.00$

Q4 A 6-year bond which pays 8 percent interest semiannually sells at par (\$1,000). Another 6-year bond of equal risk pays 8 percent interest annually. Both bonds are non-callable and have a face value of \$1,000. What is the price of the bond which pays annual interest?

Q5 New burn Entertainment's stock is expected to pay a year-end dividend of \$3.00 a share. ( $D_1 = \$3.00$ , the dividend at time 0,  $D_0$ , has already been paid). The stock's dividend is expected to grow at a constant rate of 5 percent a year. The risk-free rate,  $r_{RF}$ , is 6 percent and the market risk premium,  $(r_M - r_{RF})$ , is 5 percent. The stock has a beta of 0.8. What is the stock's expected price five years from now?

Q6 A Corporation expects to have net income of Rs.800,000 during the next year its target and current capital structure is 40% debt and 60% common equity the Director has determined that the optimal capital budget for next year is Rs.1.2 million if Co uses the residual dividend model to determine next year's dividend payout, What is the expected Payout ratio?

**END OF SUBJECTIVE PAPER**



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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE  
TRAINING & DEVELOPMENT; BA (M)-626 (PART B)  
MBA-IV**

**Date: July 23, 2016**

**Max Time: 2 Hrs**

**Max Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Mobile phone(s) 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. Why training is required in organizations? Draw and Explain the training Design Process.

Q-2. How is training different from development? What is knowledge and tacit knowledge?

Q-3. What is action learning? What is vestibule or simulation training?

Q-4. What is TNA? Why is the Needs Assessment necessary?

Q-5. List the methods of training. Explain any two of them.

Q-6. What is learning? What is learned? Explain the Social learning theory.

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGE**  
**MANAGEMENT INFORMATION SYSTEM; BA (M)-632 (PART B)**  
**MBA – IV**

Date: June 12, 2016

Max Time: 2 Hrs

Max Marks: 30

**INSTRUCTIONS:**

1. Attempt any 3 questions. 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.

**Q No. 01**

Write down the role of Management Information System (MIS) for a successful business; also identify the major issues and challenges for the implementation of MIS

**Q No. 02**

- a) Describe why System Analysis and Design Methodologies are needed for software development?
- b) Explain major tasks of System Development Life cycle

**Q No. 03**

- a) Illustrate and define the purpose of Entity-Relation Diagram (ERD)
- b) Enlist major functions of Relational Database Management System

**Q No. 04** Write down short note on the followings:

- a) Business Intelligence
- b) Strategic Information System
- c) Role of Information in Organization

**Q No. 05** Differentiate the functionality (at-least 05 points each) between the followings:

- a) OLTP and OLAP
- b) Information and Knowledge
- c) Web Server and Application Server

**END OF SUBJECTIVE PAPER**

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

Student Name: \_\_\_\_\_ Father's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
GLOBAL MARKETING; BA (M) – 642  
MBA – IV**

**Date: July 21, 2016**

**Max Time: 3 Hrs**

**Max Marks: 60**

**INSTRUCTIONS:**

- 1. Attempt 4 questions where Q1 is compulsory.**
- 2. Do not write anything on question paper.**
- 3. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

**Q1** Briefly explain the concept of standardization & adaptation in context of global marketing.

**Q2** What is a global market segment? Choose a market that you know something about and describe the global segments for this market.

**Q3** Why joint venture is important for global market expansion? What are the advantages and disadvantages of joint venture system?

**Q4 (a)** Pricing of product in international market should not be determined in isolation from other marketing mix elements. Discuss.

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

**Q5** Briefly explain the difference between domestic and international marketing research?

**END OF EXAM PAPER**

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

Student Name: \_\_\_\_\_ Father's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
ADVERTISING & PROMOTION; BA (M) – 652  
MBA – IV**

**Date: July 23, 2016**

**Max Time: 3 Hrs**

**Max Marks: 60**

**INSTRUCTIONS:**

- 1. Attempt any 5 questions. Do not write anything on 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 Briefly explain the framework for advertising planning & decision making.

Q2 a) Explain the different types of media through which we get information without spending money?  
b) What are the advantages and drawbacks of using personal selling as a promotional tool?

Q3 Define advertising research process and creativity Process?

Q4 Discuss the advantages and disadvantages of print and broadcast media?

Q5 Briefly explain the following promotional strategy options:

1. Word of mouth
2. Publicity
3. Sampling
4. Discounting

Q6 Describe the buyer/consumer decision making process in details.

**END OF EXAM PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2016; AFFILIATED COLLEGES  
BANKING OPERATIONS & MANAGEMENT; BA (M)-682  
MBA – IV**

**Date: July 21, 2016**

**Max Time: 3 Hrs**

**Max Marks: 60**

**INSTRUCTIONS:**

- 1. Attempt ANY 5 questions. 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. Define the following:

- |   |                 |
|---|-----------------|
| A. Pay Order                                    | B. Demand Draft |
| C. Requirements for cancellation of a Pay Order |                 |

Q2. Define the following:

- |   |           |
|---|-----------|
| A. Customer                             | B. Banker |
| C. Unclaimed Deposits                   |           |
| D. Fiduciary responsibility of a banker |           |
| E. Duty of confidentiality              |           |

Q3 a) State any FIVE legal rights that a banker has while operating customers' accounts?

- b) What is meant by endorsement?
- c) Explain any FOUR types of endorsements?
- c) Explain any FIVE differences between a cheque and a bill of exchange.

Q4 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".

Q.5 Sec. 13 of the Banking Companies Ordinance lays down directives of minimum capital requirement. Describe the significance of capital and the present level of capital requirement as per directives of State Bank of Pakistan.

Q6 a) Describe the key features of a 'Politically Exposed Person' (PEP). Give FOUR examples of PEP.

- b) Give at least FIVE reasons why enhanced due diligence is applied to PEPs while opening of their accounts?

Q.7 Explain any 5 factors that lenders consider when evaluating an individual or business seeking credit.

**END OF EXAM PAPER**