

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
COMMERCIAL GEOGRAPHY; BA (BS)-311
BBA – I**

Date: December 23, 2016

Max Time: 1.5 Hrs

Max Marks: 30

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 Why most of the commercial fishing is dominated in higher latitude countries of the world?
- Q2 Pakistan lies on the cross-road of international highways of the world. Describe the importance of location of Pakistan with respect to its neighboring countries.
- Q3 Name the main cotton and sugarcane growing regions. Explain why they are important.
- Q4 Discuss the advantages and disadvantages of any one of the following minerals:
a) Coal b) Petroleum
- Q5 Explain at least three methods by which the government is trying to improve agricultural practices in Pakistan.
- Q7 Explain the type of internal migration in Pakistan. Describe some aspects of seasonal movement of labour force in Pakistan.
- Q9 Discuss the importance of Commercial Geography in business studies.

END OF SUBJECTIVE PAPER

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KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
STUDY SKILLS; BA (BS)-321
BBA – I

Date: December 26, 2016

Max Time: 100 Min
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 "Learning refers to any relatively permanent change in behaviour brought about through experience". Considering this definition of learning:
a) Briefly explain how this course i.e. "study skills, helped you change your behaviour? [05]
b) Also explain how this behavioural change might help you to achieve your future aims? [05]
- Q2 Briefly explain COPE method to solve problems. **[05]**
- Q3 Briefly state and explain few tips that you'd like to propose to your friends so that they are able to manage their time in a better way. **[05]**
- Q4 "Examinations are so stressful for students, and this stress needs to be managed for a better performance". How exactly do you think that this stress must be managed? **[05]**
- Q5 Write a short note on "where do I see myself after 5 years from now". Also give details of the roadmap that you might have in your mind regarding your future goals and plans. **[05]**

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS; BA (BS)-341
BBA – I**

Date: December 19, 2016

**Max Time: 100 Min
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 will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q.1) Identify the qualities that must be possessed by the managers in the 21st century. Why are these qualities important in a competitive business environment?
- Q.2) Define risk. Explain different types of risk associated with the businesses.
- Q.3) What are the options available for the businesses if they want to obtain funds. Discuss different types of financial institutions from where these funds could be obtained.
- Q.4) How do management settle its disputes with the union. Elaborate the steps in the grievance procedure.
- Q.5) Enlighten the different factors that must be considered while deciding for location of a production facility.
- Q.6) Businesses can be organized in various forms. Explain these different forms along with their pros and cons.

END OF SUBJECTIVE PAPER

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Student Name: _____ Seat No: _____

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS; BA (BS)-351
BBA – I**

Date: December 31, 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 Briefly describe basic principle of the Information Technology (IT) and the utilization of IT in the paperless business environment.

Q2 a) Write down the steps how does financial payments performs in e-commerce?
b) Identify, the distinguishing features and functionality between the MS-Access and Excel

Q3 Illustrate how does Internet works? Enlist 10 potential applications of Internet technology with suitable examples.

Q4 Write down brief notes on **any three** of the followings:
a) Web Hosting
b) Cyber Crime
c) Virtual Private Network
d) Peer-to-Peer Network

Q5 Write down the distinguishing points between **any two** of the followings:
a) Web Server and Application
b) Open source software and Proprietary software
c) Magnetic storage media and Optical storage media

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
MONEY & BANKING; BA (BS)-312
BBA – II**

Date: December 24, 2016

**Max Time: 100 Min
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 will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q.1) Define letter of credit? Discuss its parties, what is the procedure to open letter of credit?
- Q.2) Explain different characteristics of money? What are the advantages and disadvantages of paper Money?
- Q.3) Discuss the various interest free modes of financing?
- Q.4) Define Negotiable instrument? Why these are called negotiable. Write in detail about cheques and its types.
- Q.5) Discuss briefly history of banks in Pakistan. What are the different types of banks? Discuss.
- Q.6) Write note on **any two** of the following
1. Types of Bank Accounts
 2. Banking Companies Ordinance 1962
 3. Bretton Wood system
 4. Legal tender and Fiat Money

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
PAKISTAN STUDIES; BA(BS)-332
BBA – II

Date: December 28, 2016

Max Time: 2 Hrs

Max Marks: 40

INSTRUCTIONS:

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

Q1 Discuss the history of Indo-Pak relations? What will be the future of both countries? Give your argument.

سوال نمبر ۱: انڈیا اور پاکستان کے تعلقات کی تاریخ بیان کریں اور ان دونوں ممالک کے مستقبل پر اپنے دلائل دیں۔

Q2 Write a comprehensive essay on the LUCKNOW PACT.

سوال نمبر ۲: میثاق لکھنؤ پر ایک تفصیلی مضمون لکھیے۔

Q3 Discuss the events that led to Quaid-e-Azam 14 points proposal and elaborate its nature and effects.

سوال نمبر ۳: قائد اعظم کے ۱۴ نکات کی تجویز سے قبل کے واقعات پر بحث کیجیے اور اس کی خصوصیات و اثرات بیان کیجیے۔

Q4 Write a Comprehensive note on the languages of Pakistan.

سوال نمبر ۴: پاکستانی زبانوں پر تفصیلی نوٹ لکھیے۔

Q5 Explain the role of Shah Wali Ullah in the freedom movement

سوال نمبر ۵: تحریک آزادی میں شاہ ولی اللہ کا کردار بیان کیجیے۔

Q6 What are the main causes of terrorism in Pakistan and what has been its socio-economic impact?

سوال نمبر ۶: پاکستان میں دہشت گردی کے کیا اہم اسباب ہیں اور اس کے سماجی و اقتصادی حالات پر کیا اثرات ہیں۔

Q7 Write notes on any two of the following:

1. Major industries of Pakistan.
2. Problem of Agriculture sector.
3. Nehru Report
4. Natural Resources of Pakistan

سوال نمبر ۷: مندرجہ ذیل میں سے کسی دو عنوانات پر مختصر نوٹ تحریر کیجیے۔

(الف) پاکستان کی اہم صنعتیں

(ب) زراعت کے شعبے کے دشواریاں

(ج) نہر ورپورٹ

(د) پاکستان کے قدرتی وسائل

END OF SUBJECTIVE PAPER

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

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
HUMAN BEHAVIOR; BA (BS)-342 (PART B)
BBA – II**

Date: December 20, 2016

Max. Time: 100 Mins

Max. Marks: 40

INSTRUCTIONS:

- 1. Attempt any 6 questions, all carry equal marks. (Answer should not more than 4 to 5 lines).**
- 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. What are the biological basis of behavior and how behavior is formed?
- Q2. Briefly describes the Psychodynamic approach to personality?
- Q3. What was the basic ideas of structuralism and functionalism, and who were the important people in those early fields?
- Q4. Briefly explains the role of cognitive dissonance in changing human attitude?
- Q5. Define emotion and briefly explain the James Lange theory of emotion?
- Q6. Define persuasion & explain the elements of persuasion?
- Q7. What are the four common ways to gain the compliance of consumer used by sales force?
- Q8. Briefly explains the General Adaptation Syndrome with suitable example?
- Q9. Why are people prejudiced, & how can prejudice be stopped?

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
MASS COMMUNICATION; BA (BS)-352
BBA – II**

Date: December 22, 2016

Max Time: 3 Hrs

Max Marks: 60

INSTRUCTIONS:

- 1. Attempt any 5 questions. Do not write anything on the question paper.**
- 2. Return question paper along with answer script, without question paper you answer script will not be assessed.**
- 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: What are the elements of Mass Communication process? Give answer with example.

Q2: Explain the following with examples.

- | | |
|--------------------------------|--------------------------------|
| a) Intrapersonal communication | b) Interpersonal communication |
| c) Mass communication | d) Verbal communication |

Q3: What do you understand by?

- | | | |
|---------------------------------|------------------|------------------|
| a) Internal and External People | b) News Agencies | c) Advertisement |
|---------------------------------|------------------|------------------|

Q4: Write a letter to any newspaper editor on Traffic problems in Karachi.

Q5: Define and describe the different types of mass communication.

Q6: Explain the process of communication.

Q7: Explain the importance of public relationship.

END OF EXAM PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGE
FINANCIAL ACCOUNTING: BA(BS) – 501 (PART B)
BBA – V

Date: January 16, 2017

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 The Following data related to inventory pertains to Haris Company. During the year the company sold 106,000 units.

| Date | | No. of units | Cost per unit |
|--------|---------------------|--------------|---------------|
| 1-Jan | Beginning inventory | 9,100 | Rs.4 |
| 20-Feb | Purchases | 20,000 | Rs.4.1 |
| 10-May | Purchases | 30,000 | Rs.4.25 |
| 24-Aug | Purchases | 50,000 | Rs.4.6 |
| 30-Nov | Purchases | 10,900 | Rs.5 |

Required: Compute the cost of ending inventory, using the following periodic inventory valuation methods.

1. FIFO
2. LIFO
3. AVERAGE COST

Q2 Compare IFRS with Alternative Reporting Systems.

Q3 The Stockholders' Equity section of the December 31, 2016, balance sheet of Eldon Company appeared as follows:

| | |
|---|--------------|
| Preferred stock, \$30 par value, 5000 shares authorized, ? Shares issued | \$120,000 |
| Common stock? Par. 10,000 shares authorized 7,000 shares issued | 70,000 |
| Additional paid in-capital --- Preferred | 6,000 |
| Additional paid in-capital --- Common | 580,000 |
| Additional paid in-capital --- Treasury stock | 1,000 |
| Total contributed capital | \$757,000 |
| Retained earnings | 40,000 |
| Less: Treasury stock preferred 100 shares | (6,200) |
| Total stockholders' equity | <u>\$??</u> |

Required:

Determine the following items based on Eldon's Balance sheet.

1. The number of shares of preferred stock issued.
2. The average per share sales prices of preferred stock when issued.
3. The par value of the common stock.
4. The cost of the treasury stock per share
5. The per share book value of the common stock assuming that there are to dividends in arrears and that the preferred stock can be redeemed at the par value

- Q4 Bannack Corp. is in the process of preparing its statement of cash flows for the year ended June 30, 2016. An income statement for the year and comparative balance sheets are as follows:

| | | For the year ended June 30, 2016 | |
|--|----------------|---|----------------|
| Sales revenue | 400,000 | | |
| Cost of goods sold | 240,000 | | |
| Gross Profit | <u>160,000</u> | | |
| General expenses | 40,000 | | |
| Depreciation | 80,000 | | |
| Loss on sale | 80,000 | | |
| Total expenses | <u>130,000</u> | | |
| EBIT | 30,000 | | |
| Interest | 15,000 | | |
| EBT | 15,000 | | |
| Taxes | 5,000 | | |
| Net Income | <u>10,000</u> | | |
| | | 2015 | 2016 |
| Cash | | 25,000 | 40,000 |
| A/c receivable | | 80,000 | 69,000 |
| Inventory | | 75,000 | 50,000 |
| Prepaid rent | | 2,000 | 18,000 |
| Total current assets | | <u>182,000</u> | <u>177,000</u> |
| Land | | 60,000 | 150,000 |
| Plant and equipment | | 575,000 | 500,000 |
| | | - | - |
| Accumulated depreciation | | <u>310,000</u> | <u>250,000</u> |
| Total fixed assets | | <u>325,000</u> | <u>400,000</u> |
| Total Assets | | <u>507,000</u> | <u>577,000</u> |
| | | 2015 | 2016 |
| Accounts payable | | 145,000 | 140,000 |
| Accruals | | 50,000 | 45,000 |
| Income tax payable | | 5,000 | 15,000 |
| Total current liabilities | | <u>200,000</u> | <u>200,000</u> |
| Long-term bank loan | | 75,000 | 150,000 |
| Common Stock | | 100,000 | 100,000 |
| Retained Earning | | <u>132,000</u> | <u>127,000</u> |
| Total Stockholder's Equity | | <u>232,000</u> | <u>227,000</u> |
| | | 2015 | 2016 |
| Total liabilities and stockholder's equity | | <u>507,000</u> | <u>577,000</u> |

Dividends of \$5000 were declared and paid during the year. New plant assets were purchased during the year for \$125,000 in cash. Also, land was sold for cash at its book value. Plant assets were sold during the year for \$20,000 in cash. The original cost of assets sold was \$50,000, and their book value was \$30,000. A portion of the bank loan was repaid.

Required: Prepare a statement of cash flow for 2016 using indirect method in the Operating Activities section.

END OF SUBJECTIVE PAPER

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KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGE
BASIC MATHEMATICS BA(BS) – 511 (PART B)
BBA – V

Date: January 6, 2017

Max. Time: 1:40 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 An investment of Rs 200,000 is made which earns interest at the rate of 8 percent per year, if interest is compounded continuously
- i. Determine the exponential function which states the compounded amount as a function of years of investment 't'
 - ii. What will be the amount Rs 200,000 grow to if it is invested for 5 years?
 - iii. Solve equation $\ln(x^2 + 3) - \ln x^2 = 1$

- Q2 a) An individual invests Rs 25,000 in a money market fund which is expected to yield interest at a rate of 12 percent per year compounded quarterly, if the interest remains stable, to what amount should be the Rs 25,000 grow over the 5 years? How much interest will be earned during this period?

b) Compute $(A \times B)^t$ where

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

- Q3 Solve the following equations by using (*Gaussian Method or Cramer's Rule*)

$$\begin{aligned} x_1 + x_2 + x_3 &= 6 \\ 2x_1 - x_2 + 3x_3 &= 4 \\ 4x_1 + 5x_2 - 10x_3 &= 13 \end{aligned}$$

- Q4 a) For the quadratic equation $y = x^2 - 4x + 3$ determine followings:

- i. Which way the parabola opens?
- ii. The vertex
- iii. The roots

b) Solve the following equations with the help of matrix

$$\begin{aligned} 4x + 3y &= 4 \\ -2x - y &= 0 \end{aligned}$$

- Q5 a) Find the derivative of x $f(x) = (x^3 - 2x^5)(x^4 - 3x^2 + 10)$

- b) Determine the average rate of change in the value of y in moving from $x = -1$ to $x = 2$
 $Y = f(x) = x^2 - 2x + 3$

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGE
PRINCIPLES OF MANAGEMENT BA(BS) – 531 (PART A)
BBA – V

Date: January 4, 2017

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 Identify & explain different approaches to the motivation of people in the organization.
- Q2 Briefly discuss the factors that affect organizational effectiveness.
- Q3 Explain the generic strategies, the portfolio strategies & relationships of life cycles & strategic planning.
- Q4 Explain the contribution of some of the major pioneers of management thought & how they advanced the state of the discipline.
- Q5 Explain any two of the following:
1- Traditional Non-Budgetary Control Devices
2- Entrepreneurship
3- Departmentalization

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
STATISTICS; BA(BS)-532
BBA – VI

Date: January 3, 2017

Max Time: 2 Hrs
Max Marks: 30

INSTRUCTIONS:

1. Attempt all questions. Do not write anything on the question paper.
2. **TABLES ARE NOT REQUIRED.**
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 Describe under what condition

- a) Log normal distribution is used
- b) Mutually exclusive events are not independent
- c) Covariance , and Correlation are same
- d) Component bar diagram is used Instead of multiple bar diagram

Q2 a) Probability that 30% of the people prefers online shopping. What is the probability that out of 8 persons selected at random at a park?

- i. Exactly 3 prefer online shopping
- ii. At-least 6 prefer online shopping
- iii. Less than mean number of people prefer online shopping

Q2 b) Unemployment rate of male and female are given below

| | | | | | | | | | | | | | | |
|--------|---|-----|-----|-----|-----|-----|-----|------|-----|-----|-----|-----|-----|-----|
| Male | Y | 2.9 | 6.7 | 4.9 | 7.9 | 9.8 | 6.9 | 6.01 | 6.2 | 6 | 5.1 | 4.7 | 4.4 | 5.8 |
| Female | X | 4 | 7.4 | 5 | 7.2 | 7.9 | 6.1 | 6 | 5.8 | 5.2 | 4.2 | 4 | 4.4 | 5.2 |

Summary

| | | | | |
|------------|------------|--------------|--------------|-------------|
| ΣY | ΣX | ΣY^2 | ΣX^2 | ΣXY |
| 77.31 | 72.4 | 495.03 | 423.94 | 455.03 |

Calculate

- i) Regression line y on x
- ii) Coefficient of correlation
- iii) Interpret the values a, b & r
- iv) Test the significance of 'r' at 5% level of significance

[Table value = 2.20]

Q3 The age, x years of each women is a MBA class in the year 2016 was recorded. In random sample of 250 women it was found that $\Sigma x=43205$ & $\Sigma x^2= 7469107$. Calculate

- i. An unbiased estimate of μ and σ^2
- ii. Construct 95% confidence interval for μ
- iii. By using Confidence interval would you accept the hypothesis that $\mu=29$ years.
- iv. Carry out a significance test at 5% level of significance that $\mu=31$ against the alternative $\mu \neq 31$

[Table value = 1.96]

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____ Student's Name: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
PRODUCTION & OPERATION MANAGEMENT; BA(BS)-542
BBA – VI**

Date: January 5, 2017

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 Why inventory control is essential in operating a system?

Q2 How could control charts, pareto diagram, and cause-and-effect diagram be used to identify quality problems at a hotel?

Q3 Under what conditions would a firm want its capacity to lag demand? To lead demand? Explain with illustration

Q4 Explain why doubling the capacity of a bottleneck may not double the system capacity?

Q5 How a company selects an outsourcing provider? Explain with example.

Q6 a) How does yield management impact an aggregate plan?

b) Explain several strategies for improving the productivity.

END OF SUBJECTIVE PAPER