College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

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

Date: June 10, 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 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.   Trees found in hardwood forest are of distinct commercial use, elaborate this statement with appropriate examples

Q2.   Why livestock ranching is prevalent in grasslands of the world?

Q3.   Illustrate the evolution of agriculture in the context of proposed theories of the history.

Q4.   Specify the significance of cottage industry for earning the livelihood of poor people of a less developed country like Pakistan.

Q5.   Why Iron-Steel industries are mostly located at the coastal regions of the world?

Q6.   Explain what role a fertilizer industry plays in the agricultural sector of a country like Pakistan.

Q7.   Why Wheat is most widely grown crop of the world?

Q8.   Analyze the impact of growing population on water resources of Pakistan.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

Date: June 15, 2016   **Max Time: 3 Hrs**
                                                                 Max Marks: 60

INSTRUCTIONS:
1. **Attempt all 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:   With the reference to the context, translate and explain any one of the following verses?

سوال ۱: سیاق وسباق کا حوالہ دیتے ہوئے مندرجہ ذیل آیات میں سے کسی بھی ایک آیت کا ترجمہ وتشریح تحریر کیجئے ؟

۱۔ یا ایھا الناس انا خلقنٰکم من ذکر و انثیٰ . وجعلنٰکم شعوباً و قبائل لتعارفوا. ان اکرمکم عند اللہ اتقٰکم

۲. و عباد الرحمٰن الذین یمشون علی الارض ھونا. و اذا خاطبھم الجاھلون قالو سلاما والذین یبیتون لربھم سجدًا و قیاما

Q.2:   In the light of Quran and hadith, write a note on oneness of God or Life after death and also elaborate the effects on an individual and society?

سوال ۲: قرآن وحدیث کی روشنی میں اسلام کے عقیدہ توحید یا آخرت پر ایک نوٹ تحریر کیجئے نیز انسانی زندگی اور معاشرے پر پڑنے والے اثرات بھی تحریر کیجئے؟

Q.3:   In the light of Quran and Sunnah, briefly introducing the pillars of Islam write a detailed note on Zakat?

سوال ۳: قرآن وسنت کی روشنی میں ارکان اسلام کا مختصر تعارف پیش کرتے ہوئے زکوٰۃ پر ایک نوٹ تحریر کیجئے ؟

Q.4:   In the light of mentioned verse, write a note on the ethical behaviour of Prophet Muhammad (s.a.w.w)?

سوال ۴: لقد کان لکم فی رسول اللہ اسوۃ حسنۃ آیت کی روشنی میں نبی اکرمﷺ کے اخلاق حسنہ پر ایک مضمون قلمبند کیجئے؟

Q.5:   Define Hadith and Sunnah, also explain its necessity and importance?
                                        Or
Q.5:   Translate and explain the following hadith.

سوال ۵: حدیث اور سنت رسول اللہﷺ کی تعریف بیان کیجئے، نیز اسکی ضرورت اور اہمیت پر روشنی ڈالئے؟

یا

سوال ۵: درج ذیل حدیث کا ترجمہ وتشریح بیان کیجئے۔

کل سلامیٰ من الناس علیہ صدقۃ . کل یوم تطلع فیہ الشمس . تعدل بین الاثنین صدقۃ وتعین الرجل فی دابتہ فتحملہ علیھا او ترفع لہ علیھا متاعہ صدقۃ والکلمۃ الطیبۃ صدقۃ وبکل خطوۃ تمشیھا الی الصلوٰۃ صدقۃ و تمیط الاذیٰ عن الطریق صدقۃ. متفق علیہ

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(BS) – 351
BBA – I

Date: June 17, 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 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-01   Describe the major E-Commerce application models with business reference and examples.
Enlist the competitive advantages of Electronic data interchange (EDI).

Q-02
a) Describe the purpose of Domain Name Server(DNS).
b) Explain the major functions of system software, also code five names of system software.

Q-03
a) Enlist the major features of the latest generation Intel processer i7.
b) Write down distinguishing points between Magnetic storage and Optical storage medium.

Q-04   Write down brief notes on **any three** of the followings:
a) eBay
b) Firewalls
c) Client Server Network
d) Change Management System
e) Search Engine Optimization (SEO)

Q-05   Write down the distinguishing points between **any three** of the followings:
a) Access and Database
b) Intranet and Extranet
c) Web site and Web Portal
d) Network Switch and Router
e) Information and Knowledge

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Father's Name: _____

Copy No: _____

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

Date: July 23, 2016   **Max Time: 2 Hrs**
                                                          Max Marks: 40

INSTRUCTIONS:
1. **Attempt ANY 4 questions. Do not write anything on the question paper.**
2. **Return question paper with your answer script. Without question paper your 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   Beginning inventory, purchases and sales data for tennis rackets are as follows:

Feb 3	Inventory	12 units	@	$15
11	Purchase	13 units	@	$17
14	Sale	18 units		
21	Purchase	9 units	@	$20
25	Sale	10 units		

Assuming the business maintains a **_perpetual_** inventory system, calculate the cost of merchandise sold and ending inventory under First-in, first-out:

Q2
Accounts payable	$ 30,000
Accounts receivable	65,000
Accrued liabilities	7,000
Cash	20,000
Intangible assets	40,000
Inventory	72,000
Long-term investments	100,000
Long-term liabilities	75,000
Marketable securities	36,000
Notes payable (short-term)	20,000
Property, plant, and equipment	625,000
Prepaid expenses	2,000

Required
1. Based on the above data, what is the amount of quick assets?
2. Based on the above data, what is the amount of working capital?
3. Based on the above data, what is the quick ratio, rounded to one decimal point?

Q3   On October 1, Reynolds Co. signed a $90,000, 60-day discounted note at the bank. The discount rate was 6%, and the note was paid on November 30.
   (a)   Journalize the entries for October 1 and November 30.
   (b)   Assume that Reynolds Co. signed a 6% note. Journalize the entries for October 1 and November 30.
   (c)   Which of the two options is more favorable and why?

Q4   On the basis of the following data for Teller Co. for 2008 and the preceding year ended December 31, 2008, prepare a statement of cash flows. Use the indirect method of reporting cash flows from operating activities. Assume that equipment costing $125,000 was purchased for cash and equipment costing $85,000 with accumulated depreciation of $65,000 was sold for $15,000; that the stock was issued for cash; and that the only entries in the retained earnings account were net income of $51,000 and cash dividends declared of $13,000.

	Year 2008	Year 2007
Cash	$100,000	$ 78,000
Accounts receivable (net)	78,000	85,000
Inventories	101,500	90,000
Equipment	410,000	370,000
Accumulated depreciation	(150,000)	(158,000)
	$539,500	$465,000
Accounts payable (merchandise creditors)	$ 58,500	$ 55,000
Cash dividends payable	5,000	4,000
Common stock, $10 par	200,000	170,000
Paid-in capital in excess of par--		
common stock	62,000	60,000
Retained earnings	214,000	176,000
	$539,500	$465,000

Required: Prepare Cash Flow Statement

Q5   Explain any two of the following:
   1.   Why do many firms no longer use a general journal? What has taken its place?
   2.   What are the major exposures in the general ledger/financial reporting system?
   3.   Why is the audit trail necessary?
   4.   Define materiality with example.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Father's Name: _____

Copy No: _____

Date: July 14, 2016   **Max Time: 2.5 Hrs**
                                                           Max Marks: 50

INSTRUCTIONS:
1.   **Attempt ANY 5 questions. Do not write anything on the question paper.**
2.   **Return question paper with your answer script. Without question paper your 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.   Solve the system of equations $\begin{array}{l} 2x+4y=8 \\ x+y=2 \end{array}$ also verify your results.

Q2.   Define Break-Even Model with the help of graph, If the fixed cost of production for a commodity is Rs.55, 000 and the variable cost is 35% of the selling price of 15 rupees per unit. What is the break-even quantity of the production?

Q3.   A businessman deposited Rs.120,000 in a credit account which pay interest @ 6% per year compounding semi-annually, calculate the total amount for 3 years.

Q4.   The total cost of producing **q** units of a certain product is described by the function

$$C = 100,000 + 1,500q + 0.2q^2$$

Where **C** is the total cost stated in dollars. Determine the number of units of **q** that should be produced in order to minimize the average cost per unit.

Q5.   A manufacturer produces their production by two units, Unit 'A' makes 150 LED TV set and 800 Smart TV set in a month. Another unit 'B' makes 440 LED TV and 860 Smart TV in a month. Represent the information into matrix form, also find the production of each unit in the duration of one financial year.

Q6.   Compute the exponential function $f(x) = x^2 + 3x - 4e^x$, for $f(0)$, $f(-3)$, and $f(1)$

Q7.   Find the derivative of following functions (any One)
    (i) $f(x) = \dfrac{10-x}{x^2+2}$ (ii) $f(x) = (x^2 - 2x)(x^6 + 6x^2)$

Q8.   A point moves in a straight line so that its distance **S** (in meters) after time '**t**' (in second) is $S = 4t^2 + 16t + 12$. Find the average rate of change at **t = 1** (using differential method)

Q9.   Determine the maximum and minimum point on the curve $f(x) = x^3 - 9x^2 + 15x + 3$.
    Also draw the graph.

Q10.   Determine the present value of a series of 8 annual payments of Rs.30,000 each, the first of which begin 1 year from today. Assuming the rate of interest at 6% per year compounding annually.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Father's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION AFFILIATED COLLEGES; JUNE 2016
PRINCIPLES OF MANAGEMENT BA(BS) – 531 (PART B)
BBA – V

Date: July 12, 2016   **Max Time: 100 Mins**
                                                           Max Marks: 40

Q1 a) Identify and explain three basic steps on strategy formulation?   [05]
    b) Explain the Decision making process?   [05]

Q2 a) Is organizing important for all levels of managers? Give your opinion?   [03]
    b) In order to enhance the effectiveness of Goal-setting theory, which measures need to be adopted?   [07]

Q3   Briefly explain the process of controlling.   [10]

Q4   Briefly explain the steps involve in strategic planning.   [10]

Q5   Write short notes on any 2 of the following: [10]
       1) Corporate social responsibility
       2) Organizational structure
       3) Line & staff authority

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Father's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION AFFILIATED COLLEGES; JUNE 2016
PRINCIPLES OF MARKETING BA(BS) – 541 (PART B)
BBA – V

Date: July 21, 2016   Max Time: 2 Hrs
         Max Marks: 40

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   Define any 5 of the following terms:
     a. Marketing
     b. Needs
     c. Wants
     d. Demand
     e. Marketing offering
     f. Marketing management
     g. Marketing Myopia

Q2   (a):   Explain each of the four bases for segmenting consumer markets.
     (b):   Discuss four basic strategies for reaching target markets.

Q3   (a):   Differentiate among routinized response behavior, limited problem solving and extended problem solving by consumers.
     (b):   Briefly explain the concept of price skimming & penetration pricing.

Q4   (a):   Describe the stages of product life cycle and how marketing strategies change during the product life cycle?
     (b):   Explain the differences among styles, fashions and fads and give an example of each?

Q5   Briefly explain the consumer decision marketing model

END OF SUBJECTIVE PAPER