June
2013

AFFILIATED

COLLEGES

BS

FINAL

EXAMINATION

PAPERS

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BS–1

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS; BA (H)–341
BS–I

Date: June 13, 2013

Max Marks: 60
Max Time: 3 Hours

Instructions:
1. **Attempt any 5 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   Discuss the elements of marketing mix. What is the significance of marketing mix in the success of a product?

Q2   What are cash and stock dividends? Briefly discuss the three important legal documents of a joint stock company? What characteristics do public and private company possess?

Q3   What are the factors which are involved in business location and layout decisions.

Q4   Discuss the position of a middleman in a business world? What are the basic types of skills that managers must possess?

Q5   How assets can be financed by a firm? Discuss the concept of short-term financing for short-term assets and long-term financing for long-term assets.

Q6   Write short notes on the following:
a. Objectives of business
b. Partnership agreement
c. Channel of distribution

Q7   Differentiate the following:
a. Retailing and wholesaling
b. Public and private limited company

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
ISLAMIC STUDIES: BA (H) – 351
BS – I

Date: June 15, 2013

Max Time: 3 Hours
Max. Marks: 60

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

کوئی سے پانچ سوالات حل کریں۔ تمام سوالات کے نشانات مساوی ہیں۔

_____

Q.No.1 What is the Importance and significance of Religion in our Life. Discuss!

سوال نمبر ۱   ہماری زندگی میں مذہب کا کیا مفہوم اور اہمیت ہے۔

Q.No.2 The Human Rights are comprehensively covered and Protected in Islam. Argue!

سوال نمبر ۲   اسلام میں بڑے سے جامع طور پر انسانی حقوق کا احاطہ اور تحفظ کیا گیا ہے۔ دلائل سے ثابت کیجئے۔

Q.No.3 Draw the line of demarcation between Islamic Concept of Women Rights & Western Concept. Also compare the duties of Women under each system.

سوال نمبر ۳   اسلامی اور مغربی حقوق نسواں کے مابین خط امتیاز کھینچتے ہوئے دونوں نظام ہائے حیات میں خواتین کی ذمہ داریوں کا موازنہ کریں۔

Q.No.4 What impact of Islamic Civilization was occurred on the Culture & Civilization of Sub-Continent. Discuss!

سوال نمبر ۴   برصغیر کی تہذیب و ثقافت پر اسلامی تہذیب نے کیا اثرات مرتب کئے؟ بحث کریں۔

Q.No.5 Do you think that Madina Charter was the milestone towards the formation of 1st Islamic State at Madina. Argue!

سوال نمبر ۵   کیا آپ سمجھتے ہیں کہ میثاق مدینہ، مدینہ میں پہلی اسلامی ریاست کے قیام کیلئے سنگ میل ثابت ہوا؟ دلائل سے ثابت کیجئے۔

Q.No.6 Write short Notes on any two of the followings.

i. Jehad & Terrorism

ii. Characteristics of Islamic State

iii. MUSHARKA & MUDARBA.

سوال نمبر ۶   مندرجہ ذیل میں سے کسی دو پر مضمون پر دِ قلم کیجئے۔

i   جہاد اور دہشت گردی

ii   ریاست اسلامی کی خصوصیات

iii مشارکہ و مضاربہ

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013: AFFILIATED COLLEGES
MICRO ECONOMICS: BA (H)–311
BS-I

Date: June 18, 2013   **Max Marks: 60**
                                                                               Max Time: 3 Hrs

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

Q#1   (a) Explain economic role of government. How does government perform Functions?
       (b) Due to scarce resources we must always consider how to spend our Limited income or Time?

Q#2   (a) On a straight downward sloped demand curve, illustrate how elasticity Varies at different points of demand curve.
       (b) The price of a good is $1.50 per unit and annual demand is 900,000 Units   and increase in price of 20 cents per unit will result in a fall of Annual demand for the goods by $15,000 units. Calculate the elasticity of demand at the current price of $1.50 units.

Q#3   (a) Market equilibrium comes at that price and quantity when forces of Supply and demand are in balance. Why the price settles down at Equilibrium intersection of supply and demand .what happens if Market price start too high or too low. Explain with the help of illustration
       (b) Today's economies goals heavily depends on specialization of Individuals and firms. Discuss specialization and division of labour. Giving examples.

Q#4   (a) What do you understand by the term "price mechanism"? How the market clears i) if price is P1 and ii) if price is P2
       (b) Specify the following terms briefly with the help of illustration
           i) Production possibility frontier (PPF) ii) Productive efficiency

Q#5   (a) Good crop will generally lower the income of farmer specify your answer Using supply and demand diagram.
       (b) "Economics is a positive science, normative science and an applied Science, a social science" Explain the nature of economics with Reference to the above statement.

Q#6   Write short notes on any two of the following:
       a) Average cost and marginal cost
       b) Point and Arc elasticity
       c) Consumer surplus
       d) Differentiate between perfect competition and monopoly

END OF PAPER

Date: June 20, 2013   Max Marks: 60
                                                       Max Time: 3 Hours

Instructions:
1. **Attempt any 5 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.**

Q.1. (a)   Find equation of line which divide the line passes through (–3, 7) and (2, 6) perpendicularly in 2 equal parts.

(b)   Solve graphically $\begin{cases} 2x+3y=-1 \\ 4x-y=5 \end{cases}$

Q.2. (a)   Find inverse of $\begin{bmatrix} 1 & 1 & -1 \\ 2 & 0 & 3 \\ 0 & -1 & 2 \end{bmatrix}$

(b)   Find AB if A= $\begin{bmatrix} 2 & 3 & 1 \\ 1 & -1 & 2 \\ 2 & 1 & 3 \end{bmatrix}$ B= $\begin{bmatrix} -1 & 0 \\ 2 & -2 \\ 1 & 1 \end{bmatrix}$

Q.3.   A corporate agricultural organization has 3 separate farms which are to be used during the coming year. Following table indicates the crop selected for each farm, the annual cost of planting one acre of the crop, the expected revenue and fixed cost operating each farm. In addition annual fixed cost 75000/ for org. in whole.

Farm	Crops	Cost/acre	Rev/acre	Fixed cost
1	Soybeans	900	1300	150,000
2	Corn	1100	1650	175,000
3	Potatoes	750	1200	125,000

(i)   Determine total cost function   (ii) Determine total revenue function
(iii) Determine total profit function   (iv) Determine expected total profit if 1000 acre of farm 1, 1600 of farm 2 and 1500 of farm 3 are planted.
(v)   Somehow revenue is reduced 20,30,10% resp. at 3 farms, determine now the total profit from previously mentioned planting program.

Q.4.   If an investment of Rs 2,00,000/ is made at interest rate of 12% per annum. Determine total amount after 6 years if interest is (i) Simple   (ii) Compound (iii) compound calculated monthly (iv) compounded continuously (v) when amount become 3times if interest is compounded continuously.

Q.5. (a)   Solve the equation $3 - \dfrac{x}{2} = \dfrac{x}{3} - 2$

(b)   find domain of the function $\dfrac{1}{\sqrt{x^2 - 4}}$

Q.6. (a)   Solve $8x^2 \ln x - 6x \ln x = 9 \ln x$
(b)   A publisher has a fixed cost of Rs. 250,000/= associated with the publication of maths book. The contribution to profit and fixed cost from the sale of each book is Rs. 6.25.

(i)   Determine the no of books must be sold in order to break even.
(ii)   What is the expected profit if 50,000 book are sold.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
PRINCIPLES OF ACCOUNTING–I; BA (H)–331
BS – I

Date: June 25, 2013   Max Marks: 60
                                                                           Max Time: 3 hrs

Instruction:
 1. **Attempt ALL FIVE questions. Show necessary computations and don't overwrite figures. Do not write anything on the question paper.**
 2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q# 1: Following are the transaction from the business of Mr. TA during May 2012.

1 Started business with Cash investment of $ 190,000.
3 Deposit Cash into bank for business purpose $ 50,000
5 Merchandise purchased for Cash $ 39,000.
8 Purchased Furniture and paid cheque for it $ 15,000.
11 Sold merchandise at cost for Cash $ 17,200.
14 Purchased a laptop for business on Cash $ 14,000.
17 Merchandise sold to Mr. F on credit $ 10,000.
18 Goods purchased from Mr. H on account for $ 12,400.
19   Paid personal mobile bill out of business Cash $ 200.
20 Goods returned for $ 2,200 to Mr. H which was purchased on credit and paid balance amount in Cash.
22 Purchased Office equipment for $ 9,500 from MT Electronics, Supplier allowed a discount for $ 500 if the payment made with-in 12 days.
24 Cash received from Mr. F $ 9,800 and allowed discount for the balance.
25 With-drew from bank cash $ 3,500 for private use.
28 Paid cheque to MT Electronics after discount for Office equipment which was purchased on 22 May.
30 Paid Cash for Office telephone bill $ 700.
31 Paid cheques for Stationery $ 800; Office Rent $ 3,000 and Salaries to Staff $ 5,600.

Required: Record General Journal entries of the above transactions.

Q# 2: Mr. MD a sole trader uses three-column Cash book. On March 1, 2012 he had cash on hand $ 29,000 and Cash in Bank $ 51,000. During the month he completed the following transactions.

3 Purchased merchandise and issued a cheque for the amount $ 6,800
6 Cash sales deposited into bank $ 8,000
8 Received a cheque for $ 4,700 from CH in full settlement of his account of $ 5,000.
10 Sold merchandise for cash $ 3,000
15 Withdrew Cash for personal use $ 1,200.
18 Purchased office supplies for Cash $ 280.
20 Issued cheque for $ 2,450 to Mr. A in full settlement of his account of $ 2,500.
22 Purchased merchandise from Max Traders on Credit for $ 5,000.
23 Deposit the CH cheque into bank received on 8 March.
24 With drew Cash from bank for Office use $ 3,000
27 Paid to YM stores $ 6,000 Cash in full settlement of $ 6,300.
29 Sold good to Mr. SS on credit $ 1,800.
30 Merchandise purchased for Cash $ 3,500.
31 Salaries paid to employees by cheque $ 5,200.

Required:
a) Prepare Three Column Cash Book for March 2012, enter the opening balances and record the relevant transaction in it.
b) Prepare Sales Discount and Purchase Discount T accounts and post amounts.

01/02

Q# 3: The following data relate to BR company.
Balance as per Bank Statement July 31, $ 27,380.
Balance as per Cash Book July 31, $ 14,065.

1. Outstanding Cheques $ 9,977.
2. A cheque for $ 2,077 was issued by the company in payment of merchandise and was paid by the bank but no entry had been made in company books.
3. Bank deposit of July 30, for $ 1,570 not shown in bank statement.
4. Divided collection were credit by the bank but they were not recorded in the Cash Book $ 7,000.
5. Bank service charges for July amounted to $ 60 not recorded in the Cash Book.
6. The bank debited $ 345 for insurance premium paid on July 28, on behalf of BR but it was recorded by company by company as $ 480.
7. A cheque for $ 890 of Mr. AA a customer which had been deposited in the bank was erroneously recorded in the Cash Book as $ 980.

Required:
a) Prepare Bank Reconciliation Statement on July 31, 2012.
b) Prepare necessary adjusting entries.

Q# 4: Following are the selected transactions of KHI Traders for the month of April 2012.
5 Sold merchandise to Naseer $ 46,980.
7 Sold merchandise to Atif $ 53,136.
11 Sold merchandise to Khurram $ 56,700.
12 Merchandise returned by Naseer $ 3,800
16 Sold merchandise to Zahid $ 51,300.
17 Sold merchandise to Mateen $ 48,000
18 Returned merchandise by Khurram $ 4,250.
19 Merchandise returned by Zahid $ 3800.
22 Merchandise returned by Mateen $ 980.
24 Merchandise consigned to Shah $ 21,800.
25 Sold merchandise to Atif $ 10,000 on Cash.
27 Merchandise returned from Shah $ 3,200.
29 Sold merchandise to Khurram $ 1,500.

Required: Prepare (a) **Sales Journal**, and (b) **Sales Return Journal.**

Q# 5: The following balances have been taken from the ledger of Galaxy Company on Dec. 31 2012.

Debit Balances		**Credit Balances**	
Cash	$ 5,000	Sales Revenue	$ 68,000
Account Receivable	10,000	Purchase Discount	1,000
Merchandise Inventory (01-01-12)	8,000	Commission Income	3,000
Prepaid Shop Rent	5,000	Accounts Payable	6,000
Sales Equipment	30,000	Capital (01-01-2012)	30,000
Purchases	24,000		
Carriage-in ward	500		
Advertising Expense	2,500		
Miscellaneous Expense	1,500		
Office Supplies Expense	2,000		
Delivery Expense	300		
Salaries Expense	18,000		
Sales Return & Allowance	700		
Allowance for Bad Debts	500		

Supplementary data for adjustments on Dec. 31, 2012.
(i) Prepaid Shop Rent was $ 1,000 **(ii)** Office Supplies unused $ 400 **(iii)** Salaries Outstanding $ 5,000
(iv) Commission Unearned $ 1,000 **(v)** Allowance for Bad Debts was Estimated at $ 500.
(vi) Allowance for Depreciation on Sales Equipment was estimated at $ 2,000.
(vii) Merchandise Inventory was valued at $ 10,000.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
BUSINESS ENGLISH–I; BA (H)–301
BS – I

Date: June 22, 2013   Max Marks: 60
                                                            Max Time: 3 Hrs

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

Q1- Put in a suitable form of the verbs given in brackets.   (15)
1. Tell us what _____ after the game. (occur)
2. The man _____ his offence when he was arrested. (admit)
3. We can play badminton after he _____. (come)
4. The amount of rain _____ very much from year to year. (not vary)
5. If safety precautions _____ on building sites, a company may be prosecuted by the government   (not take)
6. Somebody _____ my bike! (take). I think it ____ (steal).
7. something _____ (happen) to uncle's car. There's a large dent in the driver's side. It looks as if he_____ (have) an accident.
8. Yesterday the young daughter of a neighbor _____ (take) to hospital in an ambulance. A week earlier, her father ____ (put) some kerosene in a bottle .he _____ (not stick) a label on the bottle. The little girl was thirsty, so she _____ (drink) some of the kerosene by mistake. She _____ (feel) ill almost immediately, so her mother _____ (get) an ambulance.

Q2- Correct any errors and omit or add the words as required in these sentences. (10)
1. Our holiday begins from next Monday.
2. It is very humid at the summer.
3. Mary is going to consult with the marketing manager about the best way to package the goods.
4. Languages are more difficult to boys than to girls
5. Some of the players in our team lack of skill, so we need an experienced coach to help them.
6. My sister hopes to go to abroad to study business methods.
7. We are going to have a party in Tuesday evening.
8. The doctor advised me to take in the medicine twice a day
9. She is capable to use a computer.
10. There was an investigation to the fire.

Q3- Rewrite the following sentences as simple, complex and compound accordingly. (14)
1- He must work very hard to win the first prize (simple)
2- Throwing off his coat, he plunged in to sea. (Simple)
3- His partner died and this added to his difficulties. (Compound)
4- My friend arrived and we went for a walk (compound)
5- inspite of the heat they marched quickly. (Simple)
6- He ordered the police that they should imprison rioters. (Complex)
7- He aimed at winning the prize and worked hard (compound)

Q4-Connect the following sentences with the agreement in between a pronoun and its antecedent. (5)
1- Here is the book. You lent me the book.
2- Do you know the girl. She is standing next to Mary.
3- that is the tree .that tree is dangerous and should be cut down
4- I don't know the name of the lady. She gave away the prizes.
5- Some men have built the car. The car runs on solar energy.

Q5- Complete the following sentences through co-ordination and subordination. (6)
1- This is a useful method at school
2- Some people may disagree with me
3- Although the sun is in my eyes.
4- Beyond all question
5- His blood ran cold
6- The old man is hard of hearing.

Q6-Punctuate the following (10)
If you look about you and consider the lives of others as well as your own if you think how few are born with honor and how many die without name or children how little beauty we see and how few friends we hear of how many diseases and how much poverty there is in the world you will fall down upon knees and instead of repining at one affliction will admire so many blessings which you have receives from the hand of good.

END OF PAPER

BS—II

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
INFORMATION TECHNOLOGY IN BUSINESS; BA (H)–342
BS–II

Date: June 17, 2013

Max Marks: 60
Max Time: 3 Hours

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.**

Q-1 Describe graphic software that are commonly used in business with examples

Q-2 Describe why Databases are indispensible for business? Also explain how database maintain data integrity and consistency.

Q-3 Explain the role of information technology for boosting and innovation of business

Q-4 What is the purpose of system software? Enlist distinguishing features of Windows 2000 and Linux operating systems

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

a) Firewalls
b) Telnet
c) DSL Technologies
d) DNS Addresses

Q-6 Write down the distinguishing points between of the followings:

a) MPEG and JPEG
b) LCD and LED Display
c) Data Communication and Networking

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
FINANCIAL ACCOUNTING: BA (H) – 332
BS – II

Date: June 19, 2013

Max Marks: 60
Max Time: 3 hrs

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

Q# 1: Early in the year Roger Gordon and several friends organized a corporation called Mobile Communication, Inc. The corporation was authorized to issue 50,000 shares of $ 100 par value, 10% cumulative preferred stock and 400,000 shares of $ 2 par value common stock. The following transactions (among others) occurred during the year:

Jan. 6 Issued for cash 20,000 shares of common stock at $ 14 per share. The shares were issued to Gordon and 10 others investors.
Jan. 7 Issued an additional 500 shares of common stock to Gordon in exchange for his services in organizing the corporation. The stockholders agreed that these services were worth $ 7,000.
Jan. 12 Issued 2,500 shares of preferred stock for cash of $ 250,000.
June 4 Acquired land as a building site in exchange for 15,000 shares of common stock. In view of the appraised value of the land and the progress of the company, the directors agreed that the common stock was to be valued for purposes of this transaction at $ 15 per share.
Nov. 15 The first annual dividend of $ 10 per share was declared on the preferred stock to be paid December 20.
Dec. 20 Paid the cash dividend declared on November 15.
Dec. 31 After the revenue and expenses were closed into the Income Summary account, that account indicated a net income of $ 106,500.

Required:
Prepare Journal entries in general journal to record the above transaction. Include entries at December 31 to close the Income Summary account and the Dividend account.
Prepare the stockholders' equity section of the Mobile Communication, Inc. balance sheet at December 31.

Q# 2: Sonic Company deals in speakers and uses Perpetual Inventory System and LIFO Method to record its inventory record:
Sept 1 Balance on hand 50 units cost $ 60 each.
Sept 4 Purchase 20 units cost $ 65 each.
Sept 8 Sales 35 units at selling price of $ 100 each.
Sept 9 Purchase 40 units cost $ 65 each.
Sept 20 Sale 60 units at selling price of $ 100 each.
Sept 25 Purchase 40 units cost $ 70 each.
Sept 30 Sale 5 units at selling price of $ 110 each.

Required: At end of the Sept. Compute (a) **Cost of Merchandise Inventory Ending**, (b) **Cost of Goods Sold,** and (c) **Gross Profit**.

Q# 3: Following data are taken from the income statement and balance sheets of Max Corporation.

	July, 31 2012	June 30 2011
Income statement:		
Net Loss	$ 20,000	
Amortization of Intangible Assets	60,000	
Depreciation Expense	140,000	
Loss on sale of Furniture	25,000	
Gain on Sale of Machinery	80,000	

01/02

	July, 31 2012	June 30 2011
Balance Sheet items:		
Accounts Receivable	$ 260,000	$ 185,000
Accrued Expenses	60,000	25,000
Supplies	------	8,000
Building	650,000	620,000
Inventory	240,000	325,000
Furniture	35,000	15,000
Accounts Payable	405,000	380,000
Prepaid Expenses	12,000	------
Debentures Payable	150,000	170,000

Required:

Using this information, prepare a partial statement of cash flows for the year ended July 31, 2012, showing the computation of net cash flow from operating activities by the indirect method.

Q# 4: Sharp Inc. estimates its bad debts under balance sheet approach at 10% of Account Receivable year- end balance. Following are the selected information for the year:

Accounts Receivables (April 1, 2011) $ 250,000
Allowance for Bad Debts (April 1, 2011) $ 25,000

1. Sold merchandise for during the year $ 600,000 including Cash Sales for $ 150,000.
2. Sales return $25,000 including $15,000 against cash sales.
3. Sales discount allowed on credit sales $ 5,000 and on Cash Sales $ 3,000.
4. Cash collection from customers on credit sales $ 280,000.
5. Worthless accounts written off during the year $ 40,000.
6. A previously written off account recovered to the extent of $ 15,000.
7. A customer's subsidiary ledger showed $ 8,000 as advance received from him.
8. Received a promissory note of $ 4,000 against account receivable.

Required:
a. Prepare Account Receivable account and Allowance for Bad Debts accounts with all relevant positing and adjustments for the year on 31 March 2012.
b. Compute/estimate Allowance for Bad Debts for the year ended 31 March 2012.
c. Give adjusting entry for Bad Debt on 31 March 2012.
d. Prepare Partial Balance Sheet as on 31 March 2012.

Q# 5: A condensed balance sheet for Deluxe Corporation prepared at the end of the year appears as follows:

Cash	$ 55,000	Note Payable (3 months)	40,000
Accounts Receivable	155,000	Account Payable	110,000
Inventory	270,000	Long term liability	330,000
Prepaid Expense	60,000	Capital Stock $ 5 par value	300,000
Plant & Equipment	570,000	Retained Earnings	420,000
Other Assets	90,000		
Total	**1200,000**	**Total**	**1200,000**

During the year the company earned a gross profit $ 1116,000 on Sales of $ 2790,000. Balance sheet items remain constant through-out the year. Retained Earnings Opening Balance $ 300,000.

Required: Compute (a) Current Ratio (b) Quick Ratio (c) Working Capital (d) Debt Ratio (e) Account Receivable Turnover (f) Inventory Turnover (g) Book value per share (h) EPS (i) Return on Shareholders' Equity (ii) Return on Assets.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
PAKISTAN STUDIES; BA (H)–352
BS–II

Date: June 21, 2013

Max Marks: 60
Max Time: 3 Hours

Instructions:
1. **Attempt any 5 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 do you know about Shah Wali Ullah? What role did he play to reform the Muslim during their decline?

Q2.   When and why Partition of Bengal took place? What was the reaction of Hindus and Muslims on partition?

Q3.   Write the educational and social services of Aligarh movement.

Q4.   When and why All India Muslim League was formed? What was their objective?

Q5.   Briefly explain the steps taken in Zia-ul-Haq era for Islamiation in Pakistan.

Q6.   Examine the Natural resources of Pakistan.

Q7.   Write notes on any two of the following:
   a. Lahore Resolution
   b. ECO
   c. Shimla conference
   d. War of independence 1857

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL

UNIVERSITY OF KARACHI

FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES

PAKISTAN STUDIES; BA (H) - 352

BS - II

Date: June 21, 2013   Max Marks: 60

                                       Max Time: 3 hrs

ہدایات:

۱۔ مندرجہ میں سے کسی پانچ سوالات کے جوابات تحریر کیجئے۔ سوال نامہ پر کچھ بھی تحریر نہ کیجئے۔

۲۔ موبائل فون یا کوئی بھی بیرونی رابطہ کی اشیاء کی امتحانی مرکز میں اجازت نہیں ہے۔ طلبہ امتحانی مرکز میں داخل ہونے سے قبل ان تمام اشیاء کی بیٹریز کو ان سے علیحدہ کر لیں۔

سوال نمبر ۱: آپ شاہ ولی اللہ کے متعلق کیا جانتے ہیں، تحریر کریں۔ اور انھوں نے مسلمانوں کو بیدار کرنے کیلئے کیا خدمات سرانجام دیں؟

سوال نمبر ۲: تقسیمِ بنگال کیوں اور کب عمل میں آئی؟ تقسیمِ بنگال پر مسلمانوں اور ہندوؤں کا کیا رد عمل تھا۔

سوال نمبر ۳: تحریکِ علیگڑھ کی سماجی اور تعلیمی میدان میں خدمات بیان کریں؟

سوال نمبر ۴: آل انڈیا مسلم لیگ کب اور کیوں وجود میں آئی؟ اس کے اغراض و مقاصد کیا تھے؟

سوال نمبر ۵: ضیاء کے دور میں پاکستان میں اسلامائزیشن کیلئے کیا اقدامات کئے گئے، بیان کریں؟

سوال نمبر ۶: پاکستان کے قدرتی وسائل کے بارے میں تحریر کریں؟

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

(۱) قرارداد لاہور

(ب) اقتصادی تعاون کی تنظیم

(ج) شملہ معاہدہ

(د) ۱۸۵۷ء کی تحریک آزادی

ختم شد

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
BUSINESS MATHEMATICS–II; BA (H)–322
BS–II

Date: June 23, 2013

Max Marks: 60
Max Time: 3 Hours

Instructions:
1. **Attempt any 5 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.**

Q. 1. Solve the following linear programming problem by Corner point method.

Maximize $\quad Z = \quad 6x_1 + 12x_2$

Subject $\qquad 2x_1 + x_2 \le 10$
$\qquad\qquad x_1 + 2x_2 \le 15$
$\qquad\qquad x_1, x_2 \ge 0$

Q. 2. A beverage company has four plants in Karachi, Lahore, Peshawar and Quetta, and it must ship its finished product to its warehouses in Rawalpindi, Multan, Hyderabad, Faisalabad and Sukkur, the unite shipping cost , availabilities at the factories, and requirements at the warehouses are shown in table

	Multan	Hyd.	FBD.	Sukkur	RWP	Factories Available
Karachi	6	3	12	4	22	25
Lahore	7	8	7	14	15	60
Quetta	8	4	5	17	14	70
R. Pindi	22	17	10	24	7	45
Warehouse requirement	10	50	20	80	40	200

Find out the feasible solution (Transportation Prob.)

Q.3. (a) Find $f'(2)$ and $f''(2)$ if $f(x) = \dfrac{\left(3x^2 - 4x + 5\right)}{e^{3x}}$

(b) Determine critical points, their nature and also find maximum and minimum values of $\quad f(x) = 2x^3 - \dfrac{19x^2}{2} + 15x + 11$

Q.4. (a) **Determine value of x for which** $f(x) = \dfrac{8}{3}x^3 - 3x^2 - 9x + 100$ **is**

(i) an increasing function (ii) a decreasing function

(b) **Find** $f'(x), f''(x)$ **of (i)** $f(x) = (5x^2 - 3x)e^{3x}$ **and** $f(x) = (5x^3 - 4x^2 - x^{-1})^{\frac{4}{5}}$

Q.5. (a) **Integrate (i)** $\int x\sqrt{x - 7}\ dx$ **(ii)** $\int x^2 e^x dx$

(b) **Integrate** $\int \dfrac{2x - 3}{(x - 1)(x + 2)} dx$

Q.6. (a) Determine the size of the area bounded by function, the X-axis over the indicated interval of $f(x) = 4xe^{x^2}$, between $x = 1$, and $x = 3$.

(b) **Solve the differential equation** $\dfrac{dy}{dx} = \dfrac{2y}{3x}$

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
MACROECONOMICS; BA (H)–301
BS–II

Date: June 24, 2013

Max Marks: 60
Max Time: 3 Hours

Instructions:
1. **Attempt any 5 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.**

Q.No.1 (a) Why does an aggregate demand curve slope downward?
     (b) What can cause aggregate demand and supply to increase and decrease?

Q.No.2 (a) Define business cycle and its phases with the help of diagram.
     (b) Define inflationary and recessionary gap and the full employment situation in the short run equilibrium. How do they influence the phases of business cycle?

Q.No.3 Discuss the various types of unemployment. How do we calculate unemployment rate?

Q.No.4 (a) What is measured in GDP?
     (b) Why is real GDP a better measure of variation in aggregate production over time than nominal GDP?

Q.No.5 (a) What is consumer price index and how it is calculated?
     (b) What is the relationship between inflation rate and consumer price index?

Q.No.6 (a) Explain fiscal policy and its components?
     (b) When the government apply contractionary and expansionary fiscal policy.

Q.No.7 Discuss the following:
     i. Supply side shocks
     ii. wage price spiral
     iii. stagflation

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
BUSINESS ENGLISH – II; BA (H)–311
BS – II

Date: June 30, 2013   Max Marks: 60
                                                      Max Time: 3 Hrs

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

Q1-   Develop the given topic sentence into a well constructed paragraph. (15)
       'Becoming techno savvy is essential for survival in today's business world'.

Q2-   Write an essay of 200 to 250 words on any one of the given topics. (15)
       If you were in charge of roads and transport of your country, what improvements or changes would you make.
                                        OR
       Are traditions worth preserving or not? What do you think?

Q3-   What is your opinion on business ethics? Read the following article and state what you think about it?   (15)

B u s i n e s s   E t h i c s
In a nutshell, business ethics means the matter of choosing right from wrong while conducting business. A company's code of ethics, whether written or unwritten, can guide the behavior of individuals within that company. And ethical behavior shouldn't be confused with legal behavior--something may not be against the law, but could still be unethical.

Business ethics could be described from two different vantage points: a shareholder's position, and a stakeholder's position. A shareholder is someone who has invested in the business venture, and stands to profit directly from its success. In this case, ethical decisions would stem from what would best benefit the owner of the business, and would focus on what would best return money on an investment. A stakeholder in the business is more widely ranging, and may include the vantage point of an employee, a customer, a vendor, a governmental agency, or even the outside community. If a business makes ethical decisions based upon what is best for this larger group of interests, the stakeholder point of view may prompt a different decision than what might be arrived at by choosing the route dictated by the more narrow shareholder's stance.

Regardless of the vantage point chosen, it can be helpful when facing an ethical dilemma to think of the following questions: would I want someone to carry out this action against me? If this decision were made public, would I feel comfortable knowing that my parents, and other adults I respect, are aware of what I've done?

In essence, a failure to conduct business in an ethical manner is captured by a proverb: you can win the battle and lose the war, or, in other words, short-term gains can sabotage the potential for long-term gains

Q4- Summarize the following passage.   (15)

The fast growth in population can be attributed to good health, lowering of mortality rate, combating famine when and where it occurs. With the knowledge of science many killer diseases have been literally conquered. For instance, smallpox which used to take a heavy toll of lives has been eradicated from almost all countries, so too has cholera, plague and so on. Even Tuberculosis is kept under control. The wave of flu which accounted for millions of death in 1919 was nothing but a common cold. Infant mortality has been reduced considerably by taking pre-natal and post-natal care. Child mortality is kept under check by protecting the child against Tetanus and Polio. Thus while the number of deaths is reduced, there is no control on birth as a result the population is increasing at a runaway speed.

Again periodic famine in certain countries used to take away the lives of thousands of people. Now with the better management of the world's food, in the matter of production, storage and distribution, no part of the world needs suffer from famine. Add to this the better methods of producing more food that are being adopted. By using better manures and fertilizers, high yielding seeds, by pest control and water management there has been a revolution in food production. These are some positive conditions which contribute to the growth of population.

The growth of population has its problems as we shall see. As there are more and more mouths to be fed, there comes a great strain on the resources of a country; this is real in the case of developing countries with the result they are unable to push ahead economically. As food is not sufficient there is chronic malnutrition in these countries especially in women and children resulting in weaker population who would only economically be a drain on the country as their productive years will be short. As health and education are the State's affair, they affect the country's finances. So in developing countries health and illiteracy continue to be the problem. The unwieldy growth of population leads to the problem of housing and sanitation. In many countries the slums are a sore to the eyes. Slums grow round big cities and are found with all the drawbacks. These are the areas of disease, filth and crime.

END OF PAPER

BS – III

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
MONEY & BANKING; BA (H)–431
BS–III

Date: June 13, 2013

Max Marks: 60
Max Time: 3 Hours

Instructions:
1. **Attempt any 5 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   (a):   Discuss the term Asymmetric information?
      (b):   What is the role of financial intermediaries?

Q2   (a):   What functions does money perform?
      (b):   Discuss double coincidence of wants?

Q3   (a):   What are foreign exchange markets and rates?
      (b):   Discuss fixed and floating exchange rates?

Q4   (a):   Define and illustrate Debt and Equity Market with their instruments?
      (b):   What is the disadvantage of holding common instead of preferred stock?

Q5   Differentiate the following (at least 3 differences):
      i.   Fixed and current account
      ii.   Depository and non-depository institutions
      iii.   Promissory and bill of exchange

Q6   (a):   Briefly discuss the responsibilities of a Central bank.
      (b):   How does a central bank Control/regulate Credit in an economy?

Q.7:   Write short notes on the following:
      i.   Negotiable instruments′ Or′ Bankers Lien′
      ii.   Seigniorage and debasement.
      iii.   Real and nominal interest rates
      iv.   Primary & collateral securities

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
HUMAN BEHAVIOR; BA (H)–411
BS–III

Date: **June 15, 2013**

Max Marks: 60
Max Time: 3 Hrs

<u>**INSTRUCTIONS:**</u>

1. <u>**Attempt any four (4) questions. All questions carry equal marks (i.e. 15 each). Do not write anything on the question paper.**</u>
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.   Discuss the role of Social Influence in bringing about a change in people's behavior. Give some practical example from your field.

Q2.   What is the meaning of Personality? Discuss the various methods of Personality Assessment.

Q3.   What is Observational Learning? Discuss the role of advertisement in increasing problem behaviour in people, with real life examples.

Q4.   Differentiate between Algorithms and Heuristics. Discuss their role in Problem solving.

Q5.   What are the different methods of coping with stress? Discuss them in context to work-place stress.

Q6.   What is forgetting? Discuss the reasons of forgetting in both Long-term and Short term memory.

Q7.   Write short notes on **any 2** of the following:
   a. Intelligence Assessment methods
   b. Attitudes
   c. Behavioral theory of personality
   d. Language use

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013: AFFILIATED COLLEGES
BUSINESS STATISTICS BA (H)–451
BS – III

Date: **June 20, 2013**   **Max Marks: 60**
                                                           Max Time: 3 Hrs

INSTRUCTIONS:
   1. **Attempt any 5 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.**

Q.1(a) Differentiate between: (i) Descriptive and Inferential Statistics.   **(4)**
                                  (ii) Primary and Secondary methods of data collection.

(b) Following are the lengths (in inches) of 30 nails produced by a rolling mill: **(8)**

4.0	3.9	3.8	4.0	4.0	3.9	3.9	3.8	4.2	4.1
3.7	4.1	4.6	4.2	4.1	4.2	3.9	3.9	3.9	3.8
3.7	4.3	3.8	4.2	4.0	3.8	4.0	4.1	4.0	4.2

   (i)   Prepare a frequency distribution taking five equal classes.
   (ii) Compute Mean for the raw data and for the prepared frequency distribution and compare the two results.

Q.2(a) For the following frequency distribution: **(6)**

Class	401–420	421–440	441–460	461–480	481–500
Frequency	5	12	17	10	6

   Compute (i) mean (ii) median and (iii) mode.

(b) The daily sales in a hardware store are as follows: **(6)**
                Rs. 136, 265, 484, 2837, 195, 176 and 572.
          (i) Calculate mean and median for these sales data.
          (ii) Which one gives a meaningful measure of average and why?

Q.3(a) For the frequency distribution given below: **(6)**

Class	5 – 7	8 – 10	11 – 13	14 – 16	481–500
Frequency	5	12	17	10	6

   Calculate   (i) Coefficient of variation   (ii) Coefficient of mean deviation.

(b) Two sales representatives have the following annual sales for the last five years.   **(6)**
     Representative A: 74, 80, 72, 65, 78.
     Representative B: 82, 76, 69, 70, 84.
   On the basis of coefficient of variation which representative is more consistent?

Q.4(a) Define Classical and Empirical approaches of probability.   **(4)**
   (b) Two balanced dice are rolled. What is the probability that: **(4)**
          (i)   the sum of dots is at most 8.
          (ii)   the product of dots is at least 12.

                                                           01/02

(c) The time in minutes which 15 bank account holders spent in a bank branch to get their cheques cashed, are recorded below:

8.6, 5.8, 6.7, 5.2, 6.2, 5.5, 7.5, 5.1, 5.3, 9.9, 5.9, 13.6, 15.2,10.7, 5.2.

What is the probability that a randomly selected account holder will get his cheque cashed within seven minutes? **(4)**

Q.5(a) A and B are two independent events and P(A) = 0.3, P(B) = 0.6, Compute P(A ∩ B) and P(A U B). **(4)**

(b) Find k such that $P(x) = k \cdot x^2$ for $x = 1, 2, 3$ is a probability distribution. **(4)**
Find (i) E(x) and (ii) V(x).

(c) A random committee of size 3 is selected from 4 men and 2 women. What is the probability that both women will be selected? **(4)**

Q.6(a) It is known that 8% of the production of a manufacturer is defective. A random **(4)**
sample of 10 items is selected. Number of defective items in the sample is the binomial random variable X.
Find (i) P(X)   (ii) E(X)   (iii) V(X)

(b) The mean and standard deviation of a binomial random variable are 1.8 and 1.2 respectively. Find P(x ≥ 3) **(4)**

(c) In a steel industry the average number of fatal accidents per month is 0.5. What is the probability that there will be no fatal accident in the next two month? **(4)**

Q.7(a) The data in the following table give the market – share of a product for **(6)**
a given advertising expenditure.
(i) Find a least squares line of regression to estimate market – share for a given advertising expenditure.
(ii) Estimate market – share when advertising expenditure is Rs.300,000.

Month	Market Shares (%)	Advertising Expenditure (Rs.0000)
January	15	23
March	17	25
May	13	21
July	14	24
September	16	26

(b) For the following data, construct Fisher's price index for 2011 **(6)**

Product	Price		Quantity	
	2010	2011	2010	2011
A	60	71	24	33
B	41	49	18	21
C	12	20	31	34
D	6	13	26	11

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END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
BUSINESS COMMUNICATION–I; BA (H)–441
BS–III

Date: June 25, 2013

Max Marks: 60
Max Time: 3 Hrs

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

Q1- What is a communication barrier? How does it affect the process of communication? (12)

Q2- State the difference between formal and informal reports. Also explain the standard style followed in report writing. (12)

Q3- Draft a memo that would best present the following information. Ensure that your message is clear, concise, courteous and complete (12)
Scenario: Your Company will hold its annual Dinner soon. Due to the recession (poor business climate), the dinner would be scaled down. Your boss has asked you to write a memo to all staff and inform them of the upcoming function.
Include in your memo:
1. Date, location and duration of the dinner.
2. A map on how to get to the location.
3. Some information on the activities that they can expect.

Q4- Design a sales letter that you can use to advertise your business. Highlight all the significant areas and selling points. (12)

Q5- Writes a resume for the following advertisement. Supply it with an application letter. (12)
A renowned cosmetic company is looking for marketing executives/Brand manager: Fresh MBA's, major in marketing, having good communication skills. Any prior experience in marketing of FMCG, s will be an added advantage.

Candidates can send their resumes along with their recent passport size photograph to appropriatejobs786@gmail.com

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2013; AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT; BA (H)–461
BS–III

Date: June 22, 2013   Max Marks: 60
                                                                Max Time: 3 Hrs

Instructions:
1. **Attempt any 5 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.**

Q.No.1.   Discuss the contribution made by Henry Fayol to management.

Q.No.2.   Briefly describe the following: (i) managerial functions (ii) managerial skills (iii) managerial roles

Q.No.3.   Why is planning crucial for managers today and tomorrow? Also briefly describe the different types of plan and which of them are used in your organization.

Q.No.4.   Describe in detail how the following tools are used in planning:
- Gantt Chart and Load Chart
- Break Even Analysis
- Linear Programming
- Forecasting

Q.No.5.   Describe the process of decision making in an organization and also classify the different types of decision made under different conditions.

Q.No.6.   Mention the different organizational components in an organization also discuss the different organizational structures.

Q.No.7.   What importance does HRM have for organizations and how does the external environment affect the HRM process also list the HRM activities.

Q.No.8.   Describe Maslow's theory and McGregor theory of motivation and correlate both in terms of similarity or dissimilarity.

END OF PAPER

BS – IV

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
PRINCIPLES OF MARKETING BA (H) – 462
BS – IV

Date: June 17, 2013

Max Marks: 60
Max Time: 3 hrs

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

Q.No.1(a): Describe the stages of product life cycle and how marketing strategies change during the product life cycle? (8 marks)

(b): Explain the differences among styles, fashions and fads and give an example of each? (4 marks)

Q.No.2 (a): Explain the differences between value based pricing and cost based pricing? (8 marks)

(b): Name and describe the two types of value based pricing methods? (4 marks)

Q.No.3 (a): Discuss the various types of conflict that may arise in the channel of distribution? (6 marks)

(b): Describe the major types of vertical marketing systems and provide an example of each? (6 marks)

Q.No.4 (a): Distinguish among undifferentiated, concentrated, differentiated, and custom marketing strategies? (8 marks)

(b): Explain the purpose of a positioning strategy? (4 marks)

Q.No.5: Discuss the brand development strategies marketer use to develop brands. Provide an example of each strategy? (12 marks)

Q.No.6 (a): Briefly explain the importance of integrated marketing communications? (6 marks)

(b): Outline the steps in the marketing research process? (6 marks)

Q.No.7 (a): Briefly explain the types of buying decision behavior? (6 marks)

(b): Describe how today's market orientation era differs from prior eras oriented to production and selling? (6 marks)

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
STATISTICAL INFERENCE: BA (H)–432
BS–IV

Date: June 19, 2013

Max Marks: 60
Max Time: 3 hrs

Instructions:
1. Attempt <u>ANY FIVE (5)</u> 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.

Q.1(a) A production supervisor found that employees, on the average, complete a certain task in 10 minutes. The completion time is approximately normally distributed with standard deviation of 3 minutes. Find the probability that an employee will complete the task in more than 7 minutes.

(b) A random sample of size 36 is taken from a normal population having a mean of 125 units and standard deviation of 10 units. Find the probability that sample mean will lie between 120 and 130 units.

Q.2(a) Define sampling distribution of sample mean with its properties.

(b) Draw all possible samples of size 2 with replacement from the population 6, 9, 15.
Verify that   (i) $E(\bar{x}) = \mu$ and   (ii) $V(\bar{x}) = \dfrac{\sigma^2}{n}$

Q.3(a) Define unbiased, consistent and efficient point estimators.

(b) Weights are recorded for ten randomly selected individuals from a normal population as:
57.3, 60.0, 57.5, 64.5, 60.9, 62.7, 61.8, 63.6, 66.1, 59.8 kg
Find a 95% confidence interval for the mean production.

Q.4(a) Define (i) Null and Alternate hypotheses (ii) Type – I and Type – II Errors.

(b) A machine fills milk bottles. The mean amount of milk in each bottle is supposed to be 250 ml. In a routine check to see that the machine is operating properly, 36 filled bottles are chosen at random and found to contain a mean of 251.16 ml with a standard deviation of 2.4 ml.
At a 0.05 level of significance, is the machine operating properly?

Q.5(a) A random sample of 50 non – smokers have a mean life of 66 years with a standard Deviation of 8 years and a random sample of 50 smokers has a mean life of 58 years with a standard deviation of 9 years. Using these sample results can it be concluded at 0.05 level of significance that mean life of non – smokers is greater than the mean life of smokers?

(b) In a survey of 400 infants chosen at random, it was found that 185 were girls.
Use chi–square goodness – of – fit test to examine the hypothesis that boy and girl births are equally likely at 1% level of significance.

01/02

Q.6(a) (a) A sample of paired observations is given as

X	2	3	4	5	6	7	8
Y	2	8	11	9	19	14	14

(i) Determine the regression equation of y on x.
(ii) Find Total, Error and regression sum of square.
(iii) Find Coefficient of determination.

(b) The following data show average hourly earnings of workers of a corporation:

Years	Earnings
2005	22
2006	23
2007	24
2008	27
2009	29
2010	31
2011	35
2012	40

Find the equation of the trend line by the method of least squares and forecast earnings for 2015.

Selected Values from Statistical Tables

t values		
d.f.↓	0.025	0.005
9	2.262	3.250
11	2.201	3.106

z	0.00	0.06
− 0.5	0.3085	0.2877
− 1.0	0.1587	0.1446
− 1.9	0.0287	0.0250
0.5	0.6915	0.7123

χ^2 values		
d.f.↓	0.01	0.05
1	6.635	3.841
2	9.210	5.991

END OF PAPER

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KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS FINANACE: BA (H) – 412
BS – IV

Dated: June 21, 2013 **Max Marks: 60**
Max Time: 3hrs

Instruction:
1. **Attempt ANY FIVE questions. Show necessary computations. Do not write anything on the question paper.**
2. **Use of mobile phone or any communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1.

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenues	100000	150000	140000	110000	150000
Advertisement	4000	5000	3000		
Salaries	20000	30000	30000	30000	35000
Sale of scrape			5000		2000

Initial Investment Rs.200000 required rate of return on investment is 12%
Required: (i) NPV, (ii) IRR and (iii) Payback period, and (iv) Discounted Payback Period.

Q2.A: A Goodwin firm paid Rs.4 dividend five years back now most recent dividend is 7. This dividend is expected to grow by last five years growth rate next 5 years and then grow forever at constant rate by 9%. Your required rate of return on this stock is 12%. Find current market price at which you are agree to invest in this stock.

B: Total asset turn over 3 time, ROA is 15% and ROE is 20%.
 Required: Profit margin and Debt Ratio

Q3.A: Data is given below about the firm

Variable cost per unit	Rs.10
Fixed cost	Rs.50000
Units Sold	12000
Price per unit	Rs.25
Total Assets	Rs.600000
Debt to Equity Ratio	0.5
Interest rate	10%

 (1) Calculate Degree of operating leverage, financial leverage and Combine leverage.
 (2) Increase in 15% in sales, how much EBIT would you earn?

B: Define the following terms; inventory conversion period, receivables collection period, and payables of deferral period. Give the equation for each term.

Q4.A: Define the following terms; Solvency, Discounting, Compounding, Corporate Bond, capital budgeting and mutually exclusive projects.
B: What are the advantages and disadvantages of short-term debt over long-term debt?

Q5.A: What factors affect on "time value of money"? Briefly explain.
B: If the firms' short term solvency ratios are very much higher than industry's ratios, it a sign of what good or bad. Discuss and write the arguments on your opinion.
C: What are the Stockholders' rights and how their interest conflicts with the interest of debtors?

Q6.A: Define the following:
 1. Performance shares or Executive stock options
 2. Earnings per Share
 3. Dividend Policy
B: Identify the hybrid forms of organization and explain the difference among them.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOR BA (H) – 442
BS – IV

Date: June 24, 2013   Max Marks: 60
                                                       Max Time: 3 hrs

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

Q1   Briefly explain Maslow`s Hierarchy of Needs. Show the relationship between Alderfer`s ERG needs, Maslow`s and Herzberg`s theory.

Q2   Define Social Perception. What are the characteristics of Perceiver and Perceived?

Q3   Discuss the importance he course organizational Behavior from a manger's point of view. Define stress? Explain the causes & consequences of stress.

Q4   Explain the development stages of group formation. What are the different types of powers?

Q5 a) Identify and explain the various approaches which can be used to design jobs?
   b) Briefly describe the following:
        i.   Quality of work life
        ii.   High performance work practices

Q6:   Write short notes on the following:
        i.   Job satisfaction
        ii.   Attribution
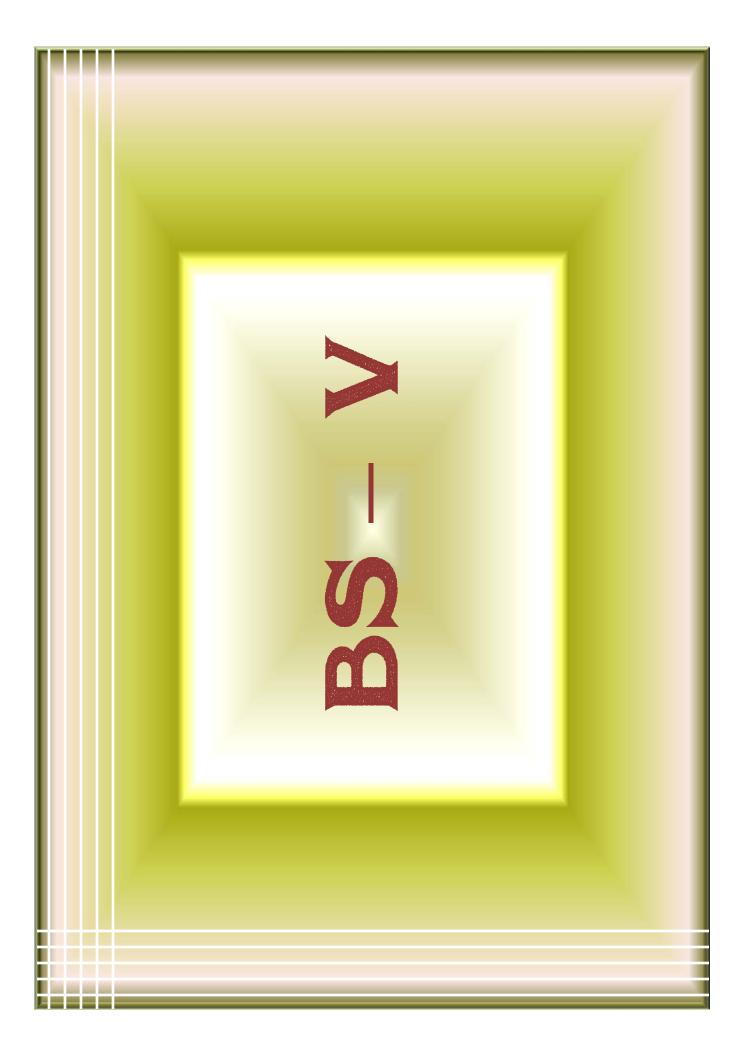   iii. Big five personality traits
        iv.   Process of motivation

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
BUSINESS & LABOR LAW; BA (H)–452
BS – IV

Date: June 24, 2013   Max Marks: 60
                                                       Max Time: 3 Hrs

Instructions:
1. **Attempt any 5 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 (a) What do you mean by Discharge or Termination of a contract? Discuss. State the Different modes of Discharge of a contract.
   (b) Mr. 'A' promised to the secretary of a mosque to subscribe Rs 50,000/ towards the rebuilding of the mosque but later on refused to pay can secretary claim for The recovery of the amount from Mr. 'A'? Give brief reason

Q2 (a) As per the partnership act, 1932 What is the liability of a partner for an Act of the firm?
   (b) Explain the concept of "Holding out" as described in the partnership act 1932.

Q3 (a) With reference to the relevant laws state SALE by Auction.
   (b) What is continuing guarantee? Mention its characteristics.

Q4 (a) What do you mean by Discharge of an Instrument? What is the method of Discharging an Instrument?
   (b) What is meant by General crossing of a cheque? Explain its effect.

Q5   Explain the following legal terms:
       i.   Garnishee
       ii.   Injunction
       iii. Locus standi
       iv.   Lien
       v.   Plaintiff
       vi.   Precedent
       vii. Formal source
       viii. Legislature

Q6 (a) Discuss when employer is not responsible for the payment of compensation under the workmen's compensation act 1923.
   (b) Discuss the legal provision relating to daily and weekly working hours which adult and child worker are required to work in a Factory under the Factory Act 1934.

Q7 (a) Discuss unfair labour practices on the part of workmen under the Industrial Relation Ordinance 2002.
   (b) Give brief definition of following:
       i.   Deduction and Fines
       ii.   Award and Conciliation
       iii. Industrial Dispute

END OF PAPER

BS—Y

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
COST ACCOUNTING; BA (H)–511
BS – V

Date: June 27, 2013   Max Marks: 60
                                                          Max Time: 3 Hrs

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

Q1.   Talha Co furnished the following data for the year ended Dec 31, 2012:

Inventories	Jan–01	Dec–31
Raw Materials	Rs 51,500	Rs 56,250
Foods–in–Process	27,250	24,500
Purchases of Raw Materials		225,500
Transportation–in		5,750
Direct Labor		96,500
Indirect Labor		53,500
Factory Occupancy Cost		30,750
Miscellaneous Factory Overhead		25,000

Required:
(i) Prepare closing general journal entries at Dec 31, 2012 using manufacturing summary account.
(ii) Prepare a schedule of cost of goods manufactured for the years.

Q2. a) Adamjee Ltd produces a variety of screws. The cost upon completion of order No. 250 was as under:

Materials	Rs 10,000
Labor	7,000
Factory Overhead	3,000

Inspection of the product revealed that a certain part of the work was defected. To remove the defect the following additional cost was incurred

Materials	Rs 2,000
Labor	1,000
Factory Overhead	500

Required: Make general journal entries to record the above data under the following separate assumptions:
(i) If the job was charged with the cost of defective work.
(ii) If the job was not directly charged with the cost of defective work.

b) Fancy Fabricators manufacture golf carts and other recreational equipment. One order from Wisconsin Wholesale Company for 4,000 carts showed the following costs per unit: direct materials Rs 60; labor, Rs 40 and factory overhead applied at 160% of direct labor cost if defective work is charged to a specific job and 175%, If it is not.
Final inspection revealed that wheels were assembled with improper bearings. The wheels were disassembled and the proper bearings inserted. The cost of correcting each defective cart consists of Rs 6 added cost for bearings, Rs 4 for labor, and factory overhead as the predetermined rate.

Required: Prepare journal entries to record correction of defective units and transfer of the work in process to finished goods if:
(i) The Wisconsin Wholesale Company order is to be charged with the cost of defective units.
(ii) The cost of correcting the defective work is not charged to the Wisconsin Wholesale Company order.

Q3.   The Fine Steel Mill Ltd with its Head Office in Karachi and its factory at Hyderabad, maintains Factory Ledger and General Ledger. The following transactions were entered into:
(a) Purchased materials for Rs 250,000/–
(b) Payroll consisting of direct labor was Rs 500,000/–, indirect labor Rs 18,000/–, sales salaries Rs 17,000/– and office salaries Rs 15,000/– were paid after deduction of 10% income tax.
(c) The suppliers invoice for Rs 150,000/– was paid after deducting 2% discount.
(d) Finished goods costing Rs 100,000/– were sold for Rs 150,000/–.

Required: Record the above transactions in the books of Head Office and Factory.

01/02

Q4. The Fairdeal Manufacturing Co. use the process cost system. The processing cost incurred on the product in Department–2 for the month of May was as under:

Cost from preceding Department–1	Rs 40,000
Cost added by Department–2	
Materials	21,816
Labor	7,776
F.O.H	4,104

The following information was also obtained from Department–2 quantity schedule:

Units received from Department–1	5,000
Units transferred out to finished goods	4,000
Units still in process	1,000

The units in process on May 31, was 32% complete as to materials, labor and F.O.H.

Required: Prepare a cost of production report for Department–2 for May showing necessary computations.

Q5. a) Normal 'capacity for Baltimore Products Company is 50,000 direct labor hours. The actual capacity attained for fiscal year ended June 30, 19A, was 43,000 hours. it is estimated that 40,000 hours will be worked in the next fiscal period. Fixed factory overhead is Rs 200,000, and variable factory overhead is Rs 6.69 per direct labor hour.

Required:
  (i) Assuming normal capacity, compute (a) the factory overhead rate, (b) the fixed part of the factory overhead rate, and (c) the 19A idle capacity variance.
  (ii) Assuming expected actual capacity, compute (a) the factory overhead rate and (b) the fixed part of the factory overhead rate.

Q5. b) Carlo Company budgeted factory overhead at Rs 255,000 for the period for Department A, based on a budgeted volume of 100,000 machine hours. At the end of the period the actual factory overhead was Rs 270,000 and actual machine hours were 105,000.

Required: Calculate the applied and over– or underapplied factory overhead for the period.

Q6. The following is a weekly payroll summary made up from the time tickets of Asif Company:

Employee	Classification	Hours Regular (hour)	Over Time (hour)	Rate per hour
Alam	Direct	40	2	1.80
Bashir	Direct	40	3	1.80
Qasim	Direct	40	5	2.00
Dawood	Direct	40	–	2.00
Erum	Indirect	40	–	1.50
Fareed	Indirect	40	–	1.50

Time and half is paid for over time (i.e. 150% of Rate per hour)
Payroll deductions are made as follows:
Employees' contribution to group insurance is 1%.
Employees' contribution to provident fund is 3%.

Required: Prepare a factory payroll sheet in columnar from providing columns as under:

Employee	Classification	Regular Wages	Over Time	Total Pay	Deductions Group Ins / PF	Wet Pay

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
COMMUNITY DEVELOPMENT; BA (H)–531
BS – V

Date: July 1, 2013   **Max Time: 3 Hrs**
                                                                   Max Marks: 60
Instructions:
  1. **Attempt any 4 QUESTIONS, all carry equal marks. Do not write anything on the question paper.**
  2. **Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q 1   Define the following terms. [15]

1. Achieved status	2. Anthropology	3. Proletariat	4. Cultural norms	5. Micro sociology
6. Science	7. In-group	8. Ethnocentrism	9. Reference group	10. Social organizations
11. Socialism	12. Id	13. Interactionism	14. Cultural change	15. Cultural lag

Q2 a   Explain the contribution of **Emile Durkheim** in sociology. [3]
   b   Discuss the interplay of **culture and personality** [12]

Q3 a   Define what is **positivism**, as coined by August Comte? [2]
   b   Discuss the type and role of **social institutions** in functioning of societies? [13]

Q4 a   Give in **five points**, **advantages** and **disadvantages** of **Internet** in the process of **socialization.** [5]
   b   Discuss **Mead's and Freud's** theories of **socialization**? [10]

Q5 a   What is **ethnology**? [3]
   b   Discuss the scope of sociology in detail. [12]

Q6   Discuss the process of **social change**. What are its **causative** and **resisting factors** [15]

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
ECONOMY OF PAKISTAN; BA (H)–541
BS – V

Date: July 03, 2013   Max Marks: 60
                                                       Max Time: 3 Hrs

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

Q1   Discuss the objective of Fiscal policy of Pakistan, what are the shortcomings of Fiscal policy of Pakistan?

Q2 (a) What are the 'major commodities' exports of Pakistan. Discuss their Importance in detail.
   (b) "Industrial development depends on agriculture development". Give your comments with special reference to Pakistan.

Q3 (a) The growing population of Pakistan is an asset for achieving economic prosperity for the people. Discuss.
   (b) How can the growing manpower be utilized for the welfare of the nation.

Q4 (a) Examine the education policy with reference to literacy ratio.
   (b) Mention the tools of monetary policy.

Q5   Differentiate between 'Inflation' and 'Deflation'. Inflation can be classified into three categories. Explain each category giving an example of each.

Q6   "To boost the economic development of Pakistan it is very necessary to have trade with foreign countries instead of depending upon foreign aid". Comment.

Q7   Write short notes on any **Two** of the following:
       (i)   Role of security exchange commission of Pakistan.
       (ii)   Differentiate between tariff and Quota.
       (iii) Significance of Power Resources in economic prosperity of a country.
       (iv)   Role of communication play in economic development of a country.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
FINANCIAL MANAGEMENT; BA (H)–551
BS – V

Date: July 03, 2013   Max Time: 3 Hrs
Instruction: Max Marks: 60
   1. **Attempt any 6 questions, all carry equal marks. Do not write anything on the question paper.**
   2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1.(a) Canon Corporation recently issued 10–year bonds at a price of Rs 1,000. These bonds pay Rs 60 in interest each six months. Their price has remained stable since they were issued, i.e., they still sell for Rs 1,000. Due to additional financing needs, the firm wishes to issue new bonds that would have a maturity of 10 years, a par value of Rs 1,000, and pay Rs 40 in interest every six months. If both bonds have the same yield, how many new bonds must JRJ issue to raise Rs 2,000,000 cash?

   (b) A has sales of Rs 1,000, assets of Rs 500, a debt ratio of 30 percent, and an ROE of 15 percent. Company B has the same sales, assets, and net income, but its ROE is 30 percent. What is B's debt ratio?

Q2.   You have been given the following projections for Nazim Corporation for the coming year.

          Sales   =   10,000 units
          Sales price per unit   =   Rs 10
          Variable cost per unit   =   Rs 5
          Fixed costs   =   Rs 10,000
          Bonds outstanding   =   Rs 15,000
          r_d on outstanding bonds   =   8%
          Tax rate   =   40%
          Shares of common stock outstanding =   10,000 shares
          Beta   =   1.4
          r_{RF} =   5%
          r_M =   9%
          Dividend payout ratio   =   60%
          Growth rate   =   8%
       Calculate the current price per share for Nazim Corporation.

Q3.   The probability distribution for r_M for the coming year is as follows:

Probability	r_M
0.05	7%
0.30	8
0.30	9
0.30	10
0.05	12

If r_{RF} = 6.05% and Stock X has a beta of 2.0, an expected constant growth rate of 7 percent, and D_0 = Rs 2, what market price gives the investor a return consistent with the stock's risk?

01/02

Q4.   You have recently been hired to improve the performance of Multiplex Corporation, which has been experiencing a severe cash shortage. As one part of your analysis, you want to determine the firm's cash conversion cycle. Using the following information and a 365–day year, what is your estimate of the firm's current cash conversion cycle?

- Current inventory = Rs 120,000.
- Annual sales = Rs 600,000.
- Accounts receivable = Rs 157,808.
- Accounts payable = Rs 25,000.
- Total annual purchases = Rs 365,000.
- Purchases credit terms: net 30 days.
- Receivables credit terms: net 50 days.

Q5.   Javed and Sons Inc. has a target capital structure that calls for 40 percent debt, 10 percent preferred stock, and 50 percent common equity. The firm's current after–tax cost of debt is 6 percent, and it can sell as much debt as it wishes at this rate. The firm's preferred stock currently sells for Rs 90 per share and pays a dividend of Rs 10 per share; however, the firm will net only Rs 80 per share from the sale of new preferred stock. Ross's common stock currently sells for Rs 40 per share. The firm recently paid a dividend of Rs 2 per share on its common stock, and investors expect the dividend to grow indefinitely at a constant rate of 10 percent per year.
Calculate: WACC.

Q6.   As the director of capital budgeting for Danish Corporation, you are evaluating two mutually exclusive projects with the following net cash flows:

Year	Project X Cash Flow	Project Z Cash Flow
0	−Rs 100,000	−Rs 100,000
1	50,000	10,000
2	40,000	30,000
3	30,000	40,000
4	10,000	60,000

If Danish's cost of capital is 15 percent, which project would you choose? Calculate Net present value, IRR, Discounted payback period.

Q7.   Baseer & Sons recently reported sales of Rs 100 million, and net income equal to Rs 5 million. The company has Rs 70 million in total assets. Over the next year, the company is forecasting a 20 percent increase in sales. Since the company is at full capacity, its assets must increase in proportion to sales. The company also estimates that if sales increase 20 percent, spontaneous liabilities will increase by Rs 2 million. If the company's sales increase, its profit margin will remain at its current level. The company's dividend payout ratio is 40 percent. Based on the AFN formula.

Required: How much additional capital must the company raise in order to support the 20 percent increase in sales?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS; BA (H)–561
BS – V

Date: July 08, 2013   **Max Time: 3 Hrs**
Instruction: **Max Marks: 60**
  1. **Attempt any Four (4) Questions. Keep to the point and be precise while answering the questions. Un–necessary discussion/write–up may yield negative marks. Do not write anything on the question paper.**
  2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q-1

Illustrate, how Electronic data interchange (EDI) works in E-Commerce and can restructure business relationships among Organizations. Give its competitive advantages

Q-2

Describe the major E-Commerce application models with business reference and examples

Q-3

What is the impact of E-Commerce in business? also enlist major issues and challenges of E-Commerce in Pakistan

Q-4

a) Define the term Website?
b) Write down the process required to launch a website on Internet

Q-5

Write down brief notes on the following:

a) Supply Chain Management
b) Work flow Management Process
c) Online Transaction Processing (OLTP)

Q-6

Differentiate distinguishing points between (any Three) the following:

a) E–Business and E–Commerce
b) Online Auctions and Virtual Store Front
c) Electronic Store and Electronic Shopping Mall
d) Direct Electronic Marketing and Indirect Electronic Marketing

END OF PAPER

BS-VI

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
ENTREPRENEURSHIP; BA (H)–512
BS – VI

Date: June 26, 2013   Max Marks: 60
                                                         Max Time: 3 hrs

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

Q1:   Briefly explain the role of entrepreneurship in economic development of Pakistan?

Q2:   Briefly describe the different types of risk entrepreneurs face as well as the major causes of stress for these individuals and the ways they can handle stress?

Q3 a): Identify and describe seven types of financial sources for entrepreneurial ventures?
   b): What are the pros and cons of business angel investments?

Q4:   For developing a entrepreneurial marketing plan, what are the key steps that are particularly helpful? Identify and describe each.

Q5:   What do you mean about elements of industry, explain in view of Michael E.Porter five forces model?

Q6 a): What is intellectual property right and list down the types of intellectual property right and its importance for entrepreneurial business?
   b): Explain the stage gate process of innovation?

Q7:   Write short notes any three of the followings.
   a. SMEs
   b. Phases of entrepreneurial process.
   c. Sources of innovation.
   d. Role of motivation and compensation in success of entrepreneurial venture.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
PRODUCTION OPERATION MANAGEMENT BA (H)–522
BS – VI

Date: June 28, 2013 **Max Marks: 60**
 Max Time: 3 Hrs

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

Q1 State the difference between operation management, operation research and operation strategy and corporate strategy.

Q2 Discuss the role of control charts as applied in project management.

Q3 Draw the critical path diagram for a project that has been defined to contain the following list of activities along with their required times for completion.

Activity	Time (days)	Immediate Predecessors
A	1	–
B	4	A
C	3	A
D	7	A
E	6	B
F	2	C,D
G	7	E,F
H	9	D
I	4	G,H

Q4 Define the following terms:
 i. CAD/CAM
 ii. PERT/CPM
 iii. Work breakdown structure
 iv. Outsourcing
 v. Assembly Line

Q5 Describe capacity planning and what issues must be considered when adding capacity.

Q6 Describe the role of leadership in implementing TQM also define TQM from an organizational perspective.

Q7 Define simulation and what are the major phases involved in simulation study.

Q8 Describe the concept of fixed–order quantity model with reference to inventory calculation.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
MARKETING MANAGEMENT; BA (H)–532
BS – VI

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

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

Q1   Briefly explain the environmental forces that affect the company's ability to serve its customers.

Q2   Identify the four major characteristics that affect the marketing of a service and the additional marketing considerations that services require?

Q3   Explain how companies find a set of prices that maximizes the profits from the total product mix.

Q4 a) Describe the Boston Consulting Groups approach to portfolio analysis. Briefly discuss why management may find it difficult to dispose of a "Question Mark".
   b) Explain what a SWOT analysis involves. Develop a SWOT analysis for a telecommunication network in your community.

Q5 a) Outline the major channel strategy decisions.
   b) What are the sub-optimization problem in logistics?

Q6   Write short notes on any **Three** of the following:
       1- Social Responsibility of Marketing
       2- Total Quality Management (TQM)
       3- Forecasting & Demand Management
       4- Positioning Strategies
       5- Promotional Mix

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
BUSINESS RESEARCH METHODS; BA (H)–542
BS – VI

Date: July 04, 2013   Max Marks: 60

                                                        Max Time: 3 hrs

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

Q.1 (a) Define 'Research' and differentiate between Scientific and social scientific research.

Q.1 (b) "A manager must be a researcher". Prove the statement with relevant arguments.

Q.2 (a) What are the characteristics of a population? Explain briefly.
     (b) Explain the basic sampling tools /methods used for data collection.

Q.3 (a) What are the characteristics of scientific research? Explain them very briefly.
     (b) What are the limitations of the characteristics scientific research when we apply on business administration?

Q.4 (a) Explain are the different kinds of questions used in questionnaire for generating data.
     (b) Explain the scaling tools used for converting 'qualitative data' into 'quantitative data'.

Q.5 Write an 'applied research' proposal on a research problem of your choice.

Q.6 Differentiate briefly any **Two** of following:
     (i)   Inductive and deductive theory/ type
     (ii)   Basic and Applied Research
     (iii) Lab experiment and field experiment
     (iv)   Primary and secondary sources

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
HUMAN RESOURCE MANAGEMENT; BA (H)–552
BS – VI

Date: July 06, 2013   Max Marks: 60
                                                       Max Time: 3 Hrs

Instructions:
1. **Attempt any 06 questions, all carry equal marks. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device is not allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q-1   Describe in detail the worth of human resource management with special reference to Gary Dessler.

Q-2   How do you evaluate the contribution of Patricia McLagan with regard to the Model of Excellence with reference to diagram of HRM Wheel.

Q-3   Define 'Selection' process and describe various selection techniques applied in organizations. Also state the method that you would prefer in the capacity of an HR manager.

Q-4   Define the variety of HR strategies essential to meet the future needs of an organization.

Q-5   Explain any FOUR the following:
        a) Competitive Advantage
        b) Employees' Grievances
        c) Forecasting Technique
        d) Job Description
        e) Performance Appraisal

Q-6   Provide a comparison of the personnel management and human resource management. In your view is the personnel management style, organizations can grow and progress satisfactorily?

Q-7   Explain the role of career planning, training and performance in the development of human resource of an organization.

Q-8   What do you understand by the internal and external environment of HRM? How do the internal and external factors influence management of an organization?

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
MANAGERIAL ACCOUNTING BA (H) – 562
BS – VI

Date: July 09, 2013   **Max Time: 3 Hrs**
                                                                        Max Marks: 60

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

Q # 1:   Aspen Products, Inc., began production of a new product on April 1. The company uses a standard cost system and has established the following standards for one unit of the new product:

	Standard Quantity	**Standard Price or Rate**	**Standard Cost**
Direct materials	3.5 feet	$6 per foot	$21
Direct labor	0.4 hours	$10per hour	$4

During April, the following activity was recorded relative to the new product:
a)   Purchased 7,000 feet of material at a cost of $5.75 per foot.
b)   Used 6,000 feet of material to produce 1,500 units of the new product.
c)   Worked 725 direct labor-hours on the new product at a cost of $8,120.

Required:
1.   For materials: Compute the direct material price and quantity variances.
2.   For direct labor: Compute the direct labor rate and efficiency variances.

Q# 2:   Fine Ltd., is the exclusive distributor of a product that is gaining rapid market acceptance. The company's revenues and expenses for the last three months are given below:

Fine LTD.
Comparative Income Statement
For the Three Months Ended Sep 30

	July	**Aug**	**Sep**
Sales in units	1,500	1,875	2,250
Sales revenue	$ 420,000	$ 525,000	$ 630,000
Less cost of goods sold	168,000	210,000	252,000
Gross margin	252,000	315,000	378,000
Less operating expenses:			
Shipping expenses	44,000	50,000	56,000
Advertising expenses	70,000	70,000	70,000
Salaries and commission	107,000	125,000	143,000
Insurance expense	9,000	9,000	9,000
Depreciation expense	42,000	42,000	42,000
Total operating expenses	272,000	296,000	320,000
Net operating income (loss)	Rs (20,000)	Rs 19,000	Rs 58,000

Required:
1.   Identify each of the company's expenses (including cost of goods sold) as either variable, fixed or mixed.
2.   Using the high low method, separate each mixed expense into variable and fixed elements. State the cost formula for each mixed expense.
3.   Redo the company's income statement at the 2625 unit level of activity using the contribution format.

01/02

Q # 3: Resort Inns, Inc has a totaled of 2,000 rooms in its nationwide chain of motels. On average, 70% of the rooms are occupied each day. The company's operating cost are $21 per occupied room per day at this occupancy level, assuming a 30-days month. This $21 figure contains both variable and fixed cost elements. During October, the occupancy rate dropped to only 45%. A total of $792,000 in operating cost was incurred during October.

Required:
1. Estimate the variable cost per occupied room per day.
2. Estimate the total fixed operating cost per month.
3. Assume that the occupancy rate increases to 60% during November. What total operating costs would you expect the company to incur during November?

Q # 4: Super Sales Company is the exclusive distributor for a revolutionary book-bag. The product sells for $60 per unit and has a CM ratio of 40%. The company's fixed expenses are $360,000 per year.

Required:
1. What are the variable expenses per unit?
2. Using the equation method:
    a. What is the break-even point in units and in sales dollars?
    b. What sales level in units and is sale dollar is required to earn an annual profit of $90,000?
    c. Assume that through negotiation with the manufacturer the Super Sales Company is able to reduce its variable expenses by $3 per unit. What is the company's new break-even point in units and in sales dollars?
3. Repeat (2) above using the contribution margin method.

Q # 5: Micro Products, Inc; has developed a very powerful electronic calculator. Each calculator requires three small "chips" that cost $ 2 each and are purchased form an overseas supplier. Micro Products has prepared a production budget for the calculator by quarters for Year 2 and for the first quarter of Year 3, as shown below:

	Year 2				Year 3
	First	Second	Third	Fourth	First
Budgeted production,					
In calculators	60,000	90,000	150,000	100,000	80,000

The chip used in production of the calculator is sometimes hard to get, so it is necessary to carry large inventories as a precaution against stock-outs. For this reason, the inventory of chips at the end of a quarter must be equal to 20% of the following quarter's production needs. Some 36,000 chips will be on hand to start the first quarter of Year 2.

Required:
Prepare a materials purchases budget for chips, by quarter and in total, for Year 2. At the bottom of your budget, show the dollar amount of purchases for each quarter and for the year in total.

Q # 6: Maxwell Company manufactures and sells a single product. The following costs were incurred during the company's first year of operations:

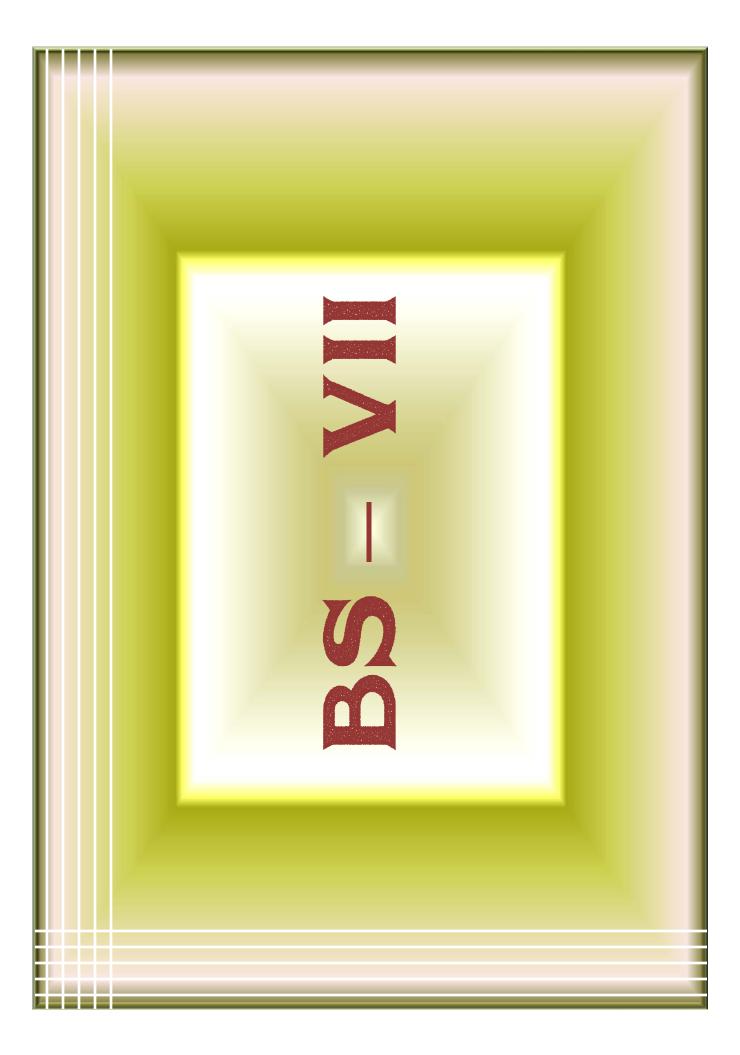|	Variable Cost per units	Fixed Cost per year
Direct Material	$18	----
Direct Labor	7	----
Manufacturing overhead	2	$160000
Selling and administrative	5	$ 110000

During the year, the company produced 20000 units and sold 16000 units. The selling price of the company's product is $50 per unit.

Required:
Assume that the company uses the **Absorption Costing** and **Variable Costing**.
1. Compute the unit product cost.
2. Prepare an income statement for the year.

End of Exam Paper

BS – I-VII

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
CONSUMER BEHAVIOR; BA (H)–601
BS – VII

Date: June 27, 2013   Max Marks: 60
                                                                      Max Time: 3 Hrs

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

Q.No.1 (a): Consumers have both innate & acquired needs. Give examples of each kind of need & show how the same purchase can serve to fulfill either or both kinds of needs?
(b)Briefly explain Fishbein multiattribute attitude model & four benefits of multi attribute analysis?

Q.No.2 With the help of one example explain "consumer decision process". Which step do you think is most important for marketer?

Q.No.3 Briefly describe the family life cycle characteristics and importance of FLC in marketing?

Q.No.4 (a): Define cognitive dissonance what is the role of dissonance in consumer decision making & how dissonance be overcome by consumer?
(b)Briefly explain cultural transfusive model & its importance in consumer behavior?

Q.No.5 (a): Briefly describe the simplified schemes of classifying motives?
(b)Classify the important social class variables?

Q.No.6 Personality plays vital role in the selection of many products. Explain any four personality traits and their impact on selection of at least 3 products?

Q.No.7 Write short notes on any **Three** of the following:
   1) Psychoanalytic theory of personality.
   2) Classification of problem recognition on the basis of situation.
   3) Functions of attitude.
   4) Halo effect.
   5) Consumer selective perception.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
MANAGEMENT INFORMATION SYSTEM; BA (H)–611
BS – VII

Date: June 29, 2013   Max Marks: 60
                                                               Max Time: 3 Hrs

Instructions:
1. **Attempt 5 questions, where Q No: 01 is compulsory. Do not write anything on question paper.**
2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q No: 01   Read the case given below and answer the question that follow:

A waiter takes an order at a table, and then enters it online via one of the six terminals located in the restaurant dining room. The order is routed to a printer in the appropriate preparation area: the cold item printer if it is a *salad*, the hot–item printer if it is a hot *sandwich* or the bar printer if it is a *drink*. A customer's meal check–listing (bill) the items ordered and the respective prices are automatically generated. This ordering system eliminates the old three–carbon–copy guest check system as well as any problems caused by a waiter's handwriting. When the kitchen runs out of a food item, the cooks send out an 'out of stock' message, which will be displayed on the dining room terminals when waiters try to order that item. This gives the waiters faster feedback, enabling them to give better service to the customers. Other system features aid management in the planning and control of their restaurant business. The system provides up–to–the–minute information on the food items ordered and breaks out percentages showing sales of each item versus total sales. This helps management plan menus according to customers' tastes. The system also compares the weekly sales totals versus food costs, allowing planning for tighter cost controls. In addition, whenever an order is voided, the reasons for the void are keyed in. This may help later in management decisions, especially if the voids consistently related to food or service. Acceptance of the system by the users is exceptionally high since the waiters and waitresses were involved in the selection and design process. All potential users were asked to give their impressions and ideas about the various systems available before one was chosen.

  i.   In the light of the system, describe the decisions to be made in the area of strategic planning, managerial control and operational control? What information would you require to make such decisions?
 ii.   What would make the system a more complete MIS rather than just doing transaction processing?
iii.   Explain the probable effects that making the system more formal would have on the customers and the management.

Q No: 02   What do you understand by the term "End User Computing". What are the main benefits of EUC? What are the major risks associated with EUC and how they can be minimized?

Q No: 03 (a)   Explain the process of System Development Life Cycle in detail.
        (b)   What is Prototyping? Discuss the types of Prototyping in detail?

Q No: 04 (a)   When should a firm use a Process – oriented approach to determine data needs as opposed to an enterprise modeling approach.
        (b)   XYZ manufacturing firm maintains a duplicate copy of its database. So far, the firm has never had to use it. What is the danger of never having tested the backup system to ensure that a new database can be generated from the backup in an emergency?

Q No: 05   Explain the following briefly:

        i.   Virtual Office Systems
        ii.   Data Warehousing
        iii.   Open and Closed System
        iv.   Virtual and Hybrid Sales
        v.   Outsourcing and In–house development
        vi.   Business Intelligence
        vii.   Intranet and Extranet
        viii.   Pre–Written Application Software / Custom Application Software
        ix.   Business Process Redesign
        x.   Data Mining

Q No: 06 (a)   The Mintzberg's Managerial roles provide useful frameworks when designing information systems to support managers as they make decisions to solve problems. Briefly explain the TEN Managerial Roles developed by Mintzberg?
        (b)   What are the major security and control issues of an Information System and how these issues can be resolved. Explain your answer through relevant examples.

END OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
BUSINESS ETHICS; BA (H)–621
BS – VII

Date: July 01, 2013   **Max Marks: 60**
                                                                Max Time: 3 Hrs

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

Q.1.   Differentiate the following:
   i.   Business ethics and social responsibility
   ii.   Ethical Relativism and morality
   iii. Code of Ethics and code of conduct
   iv.   Whistle-blowing and lobbying

Q.2.   Discuss the philosophy of egoism, psychological egoism and the objections philosophers had proposed against it.

Q.3.   Highlight the competitive advantages of an ethical versus an unethical organization also discuss the most common types of unethical behaviors in organizations.

Q.4.   Discuss the pros and cons of imparting ethical training by organizations, further how would you assess the success of an ethical training workshop.

Q.5.   Discuss the role of leadership in developing corporate culture and implementing ethical program successfully in organizations.

Q.6.   Describe what is meant by an ethics and compliance officer (ECO) in organizations, Describe the role duties and skills of ECO.

END OF PAPER

BS – VIII

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2013; AFFILIATED COLLEGES
STRATEGIC MANAGEMENT BA (H)–602
BS – VIII

Date: June 26, 2013

Max Time: 3 Hrs
Max Marks: 60

Instruction:
1. **Attempt any 5 questions. All questions carry equal marks. Start each question on a new page. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1.   Define strategic management? Explain strategy formulation, strategy implementation, and strategy evaluation. Identify guidelines that you think are most important for using strategic management effectively in organizations.

Q2.   What are the parts of the strategic management process? How are these parts interrelated? Discuss it with the help of strategic management process diagram. What are stakeholders? Why can they influence organizations?

Q3.   Why is it important for a firm to study and understand the external environment? What are the differences between the general environment and the specific environment? Explain economic, political, and technological environment in detail.

Q4.   What is corporate level strategy? Explain Ansoff's product/market expansion grid with the help of diagram. What are the advantages and disadvantages of integrative strategies?

Q5.   Why is it important that strategy implementation and strategy formulation to be integrated carefully? Why organizational structure is so important in strategy implementation? Describe how to modify an organizational culture to support new strategies.

Q6.   Write a business mission statement for an organization of your choice. Does having a comprehensive mission cause high performance? Discuss relationships among mission, goals, and strategies. In your opinion, what are the three most important components to include in writing a mission statement?

Q7.   What are various functional strategies? Describe BCG growth share matrix, including how it is used, the four cells, and its advantages and drawbacks.

Q8.   Why has strategy evaluation become so important in business today? Describe a strategy evaluation framework. Describe characteristics of an effective evaluation system.

END OF PAPER

June
2013

AFFILIATED

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PAPERS