AFFILIATED COLLEGES

BS

JUNE 2014

FINAL EXAMS

PAPER

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AFFILIATED COLLEGE

BS - I

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS; BA (H)–341
BS – I

Date: June 02, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q1. Distinguish between business and not for profit organization. Discuss the role of managers in 21st century.

Q2. Give definition of Partnership and sole proprietorship. What are the different kinds of partners in a partnership business? Discuss all of them.

Q3. Describe the private enterprise system. What are the basic rights in the private enterprise system?

Q4. a) Explain the roles and responsibilities of Human Resource Management.
   b) Discuss the role of Labor unions and the methods for setting Labor-management disputes.

Q5. Define the concept of marketing. What are the elements of promotion in marketing? Discuss.

Q6. What is the role and importance of finance in a business? What is the difference between long-term and short-term financing of a business. Explain briefly.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
MICRO ECONOMICS; BA (H)–311
BS – I

Date: June 06, 2014   **Max Time: 3 Hrs**
                                                              Max Marks: 60

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

Q.1   State with reason(s) if the following statements are true or false.
   a) An increase in demand means people will be willing to pay a higher price for a given quantity.
   b) Indifference curve never intersect each other.
   c) Producers supply land, labor, capital and organization to consumer.

Q.2 a) What is the relationship between MPP (Marginal Physical Product) and MC (Marginal Cost) curve? Why are they so related?
   b) What is the relationship between APP (Average Physical Product) and AVC (Average Variable Cost) curve? Why are they so related?

Q. 3   Could you tell whether
   a) the goods are necessities or luxury by point elasticity of demand.
   b) two goods were substitutes or complements by their cross elasticities of demand.
   c) the goods are inferior, superior or inexpensive goods by income elasticity of demand.

Q.4   What is perfect competition? What are it assumptions? Do producer always earn super normal profit under perfect competition?

Q.5 a) What do you understand by market clearing price? What might be the effect of shortage and surplus on the price?
   b) What are the causes of shifts of the market supply curve? Explain with the help of appropriate diagram.

Q.6   Write short note on any three of the following:
   a) Demand
   a) Opportunity cost
   b) Production functions
   c) Monopoly
   d) Labor market

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
BUSINESS ENGLISH–I; BA (H)–301
BS – I

Date: June 04, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q1- Fill in the blanks with the correct choice provided after each sentence. (05)
1. Kara Walters , together with her teammates _____ a formidable opponent on the basket ball court. (presents, present)
2. Some of the votes _____ to have been miscounted. (seem, seems)
3. He practiced _____ quickly a number of times (to start, starting)
4. I challenged him _____ the impossible. (doing, to do)
5. He denies _____ the criminal .(knowing, to know)

Q2- Change the voice of the following sentences. (12)
1. I swim.
2. The maintenance staff was required to attend extensive training on the new safety procedures.
3. Funny is what clowns are.
4. We must look into the matter.
5. They did not give us the correct instructions.
6. The letter was mailed by Marilyn.

Q3- Fill in the blanks with correct preposition. (06)
1. _____ my fellow employees, I would like to thank management for all they have done to improve our situation. (on behalf of, from behalf of)
2. You will have to remember that, _____ John, no one wants to work on this problem. (apart from, apart of)
3. How can they be going out? Jane has nothing _____ Peter. (in common with, in common to)
4. She was a fearless woman who acted _____ her health. (without regard of, without regard for)
5. I'm afraid I've charged you too much _____. Sorry about that! (from mistake, by mistake)
6. I'm sure he didn't mean to break the window. It must have happened _____. (from accident ,by accident)

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Q4-   Read the following sentences and state which sentence is the sentence fragment and which is not   (12)
1. I slept
2. Since he came to NewYork.
3. Driving in the city during the evening rush hour.
4. Who borrowed stafinie's car Saturday night
5. A story with deep thoughts and emotions
6. With the ultimate effect of all advertising is to sell the product.

Q5-   Insert the correct pronouns in the given spaces. (05)
1. The queen _____ was among the demonstrators
2. They write to _____ once a month.
3. I cant believe its finally _____..
4. _____ said a word all night.
5. The cat gave _____ a bath.

Q6-   Combine the following sentences through co-ordination and sub-ordination. (08)
1. His car isn't running right now
    He intends to repair it by weekend
2. He always arrives late.
    He expect every one to be on time
3. He still brings her roses
    He knows she is allergic to them.
4. I read three magazines each week
    I read two newspapers every day

Q7-   Describe whether the following sentences are simple,complex,compound,or compound complex sentences. (04)
1. some students like to study in the mornings.
2. Since I have no milk ,I will go to the store
3. Because it had stopped, Charlie could not hear his watch ,and he was worried.
4. Bruno dislikes sitting on the beach; he always gets the nasty sunburn.

Q8-   Punctuate the following. (08)
1. When the teacher commented that her spelling was poor, Lynn replied All the members of my family are poor spellers. Why not me?
2. Darwin's On the Origin of Species 1859 caused a great controversy when it appeared.
3. Yes, Jim said, I'll be home by ten.
4. Montaigne wrote the following A wise man never loses anything, if he has himself.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BASIC MATHEMATICS–I; BA (H)–321
BS – I

Date: June 09, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

<u>INSTRUCTIONS:</u>
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) Solve $2x^2 - 5x - 12 \geq 0$

(b) Find equation of line passes through (3, 10) and is perpendicular $4x - 2y = -12$

Q.2. (a) Solve the system $4x + 2y = -2, \ 2x - 3y = -13, \ x - y = -5$

(b) Solve the system $x + 2y = 5$
$$x - z = -15$$
$$-x + 3y + 2z = 40$$

Q.3. (a) If $A = \begin{bmatrix} 1 & 2 & 2 \\ 2 & 1 & 2 \\ 2 & 2 & 1 \end{bmatrix}$, show that $A^2 - 4A - 5I = 0$

(b) Determine the domain of $f(x) = \dfrac{3x - 5}{-x^2 + 2x + 5}$

Q.4. (a) A university football team has to play a match with other team, the other team has agreed to play the game for guaranteed fee of Rs. 200,000 plus 20% of gate receipts, assume that the ticket price is Rs. 25.

(i) How many tickets must be sold in order to get profit of 250, 000/=

(ii) If 40,000 tickets must be sold, what ticket price would allow the university to earn the profit Rs. 250, 000/=.

(b) Solve $2x^2 \ln x - 5x \ln x = 12 \ln x$

Q.5. An investment of Rs. 200,000/= is made which earn profit at the rate of 12% per year determine the total amount after 6 years If profit is calculated on the basis of.

(i) Simple   (ii) Compound calculated per year

(iii) Compound calculated per day   (iv) Compounded continuously

(v) When amount becomes 3 times

Q.6 (a) Solve
$$\frac{x - 3}{2} + \frac{x + 3}{4} = \frac{8 - x}{3} + 2$$

(b) Find Inverse of $\begin{bmatrix} 1 & 2 & 2 \\ 2 & 1 & 2 \\ 2 & 2 & 1 \end{bmatrix}$, using Gaussian Technique

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ISLAMIC STUDIES; BA (H)–351
BS – I

Date: June 11, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

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۔

Q.No.1:   What are the differences and similarities between Judaism and Islam?

سوال نمبر ۱:   اسلام اور یہودیت مذاہب کے درمیان مطابقت اور فرق کو واضح کیجئے؟

Q.No.2:   Why man needs religion? Discuss the importance and benefits of religion?

سوال نمبر ۲:   انسان مذہب کا کیوں محتاج ہے؟ مذہب کی اہمیت اور فوائد بیان کیجئے؟

Q.No.3:   Does Islam proclaim Reconciliation or rejection of Modernity? Discuss.

سوال نمبر ۳:   کیا اسلام جدیدیت کی نفی کرتا ہے یا مطابقت کرتا ہے؟ واضح کیجئے؟

Q.No.4:   In the light of Madina charter (Methaq-e-Madina) elaborate the concept of freedom which Islamic state gives to Non-Muslims?

سوال نمبر ۴:   اسلامی حکومت کے ذمہ غیر مسلموں کے آزادانہ حقوق کو میثاق مدینہ کی روشنی میں بیان کیجئے؟

Q.No.5:   Does Islam give women freedom to work in the industries? Explain how industrial revolution has changed their position in society?

سوال نمبر ۵:   کیا اسلام خواتین کو صنعتوں میں کام کرنے کی آزادی دیتا ہے؟ صنعتی انقلاب نے خواتین کی کارکردگی پر کیا اثرات مرتب کیے؟

Q.No.6:   How did Islam effect the intellectual and academic development of the world in general?

سوال نمبر ۶:   عمومی طور سے اسلام دنیا کی علمی اور ذہنی ترقی پر کس طرح سے اثر انداز ہوا ہے تفصیل سے بیان کیجئے؟

Q.No.7:   Write short note on any **One** of the following:
             A. Differences between Conventional and Islamic Banking.
             B. The effects of Kasb-e-Halal on personality.

سوال نمبر ۷:   مندرجہ ذیل میں سے کسی ایک پر نوٹ لکھئے؟

ا۔   اسلامی بینکاری اور مروجہ بینکاری

ب۔   کسبِ حلال کے انسانی شخصیت پر اثرات

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
PRINCIPLES OF ACCOUNTING–I; BA (H)–331
BS – I

Date: June 13, 2014   Max Time: 3 Hrs
                                                         Max Marks: 60

<u>INSTRUCTIONS:</u>
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 a): The following data are available for three consecutive years of the Knight Company. Complete the chart by <u>filling the missing amounts.</u>

	Year 1	Year 2	Year 3
Capital, beginning balance	$85,000	$90,000	?
Net Income	?	?	20,000
Withdrawals by owner	10,000	12,000	?
Capital, ending balance	?	92,000	90,000

b): Each of the horizontal line in the following table represents independent case. Fill in the missing figures.

S. No.	Beginning Inventory	Net Purchases	Ending Inventory	Cost of Goods Sold	Gross Profit	Net Sales
1	10,000	50,000	?	40,000	?	65,000
2	12,000	?	10,000	?	20,000	70,000
3	20,000	70,000	?	82,000	(2000)	?
4	?	72,000	18,000	?	20,000	95,000
5	22,000	?	18,000	72,000	28000	?

c): Differentiate between revenue expenditure and capital expenditure by giving one example for each.

Q.2: Morrison Company acquired an asset that had a cost of $260,000. The asset is being depreciated over its useful life of five years using the sum of the years digit method. The asset has an estimated salvage value of $20,000. Make the journal entries to record the disposal of the asset under each of the following independent assumptions:
a. At the end of third year, the asset was sold for $76,000 cash.
b. At the end of the second year, the asset was traded in for a similar one. The new asset has a list price of $300,000. The firm received a trade in allowance of $120,000. Assume that the trade in allowance represents the fair market value of the old asset.
c. At the end of asset's useful life, the asset was retired and given to a scrap dealer in exchange for $2,000 cash.
d. At the end of the second year, the asset was traded in for a similar one with a list price of $160,000. The firm paid $124,000 cash.

Q.3: The March 31, balance in the cash book is $ 8,000; the bank statement balance for the same date shows a balance of $ 16,245. Following are the discrepancy found between two records of the Robbinson Co.
a. Following cheques were issued to settle down the obligations but still unpaid by the bank,
   • Cheque # 1004. $ 2,000
   • Cheque # 1008. $ 1,500
b. Deposits still uncollected by the bank,
   • Cheque # 1224. $ 1,130
   • Cheque # 1078. $ 900
   • Cheque # 1066. $ 1,000
c. Following memorandums were attached with the bank statement,
   • Debit memo for bank chargers $ 125
   • Credit memo for interest $ 400
   • Debit memo for premium paid by the bank $ 200

01/02

d. Cheque deposited in to bank $ 2,200 was over looked by the bank $ 200.
e. Cheque deposited in to bank $ 5,580 recorded by the company's accountant $ 5,050.
f. Deposited $ 1,100 wrongly recorded by the bank $ 11,000.
g. Deposit of $ 2,520 mistakenly recorded by the company $ 2,250.
h. Two stolen cheques paid by the bank one before receiving the stop payment notice and another after receiving the stop payment notice $ 2,000 and $ 1,200 respectively.

REQUIRED:
i) Prepare Bank statement for the month of March 31st, 2014.
ii) Pass necessary adjusting entries.

Q.4: Safi Enterprises completed the following transactions during the month of July 2013.

July 01: Commenced business with an investment of cash $ 100,000 and merchandise of $ 40,000.
July 04: Deposit cash in to bank $20,000.
July 07: Purchase merchandise on account $ 20,000 and on cash of $ 10,000.
July 10: Purchase office equipment $ 10,000 cash.
July 15: Withdrew merchandise worth $ 1,000 and cash $ 500.
July 16: Purchase sales supplies on credit $ 5,000.
July 19: Cash sale for the day of $ 25,000.
July 22: Paid insurance expense $ 2,000 by cheque.
July 25: Paid rent expense in cash $ 5,000.
July 26: Payment made to transaction made on July 07.
July 31: Withdrew cash from bank for office use $ 5,000.

REQUIRED:
i) Give necessary entries in General – journal of Safi Enterprises.
ii) Setup necessary T accounts in the ledger of Safi Enterprises and the record the above transactions in the accounts affected, completing the double entry in each case.
iii) Prepare trial balance as of July 31.

Q.5: The PRL Company opened a news service on January 2 of the current year. The firm's year end is December 31 and it makes adjusting entries once a year at that time. For each of the following items, make the initial entry, where appropriate, to record the transaction and if necessary, the adjusting entry at December 31.

a. On March 31, the Company moved to a new office on rent. Before it could move it had to prepay a year's rent of $ 36,000.
b. On January 31, the firm borrowed $ 200,000 from a local bank at 24%. The principal and interest on the loan are due in one year, but no interest payments have yet been made.
c. On March 15, the firm purchased $ 1,000 of supplies for cash. On September 14, it made another cash purchase of $ 1,800. The firm's accountant determined that $2, 200 supplies had been used during the year.
d. The firm charges its customers in advance for subscribing to is news service. During the year the firm received $ 240,000 cash from its customers. The firm's accountant determined that 30% of that had not yet been earned.
e. Before closing its books the PRL Company found a bill for $ 2,400 from a local newspaper for an advertisement that was placed in the November paper.
f. Wages accrued but unpaid a December 31 totaled $ 2,800.

END OF EXAM PAPER

AFFILIATED COLLEGE

BS – II

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
BUSINESS MATHEMATICS–II; BA (H)–322
BS – II

Date: June 03, 2014   Max Time: 3 Hrs
                                                                        Max Marks: 60

INSTRUCTIONS:
  1. **Attempt any 5 questions. Do not write anything on the question paper.**
  2. **Use of mobile phones or any other communicating device 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). Discuss continuity of $f(x) = \begin{cases} 2x+1 & x < -1 \\ -2x-3 & -1 \le x \end{cases}$ At x = − 1

   (b) Find $f'(x)$ using limit approach $f(x) = (x^3 - x^2)$

Q. 2. Solve the following L.P. Problem by Corner Point Method

   Maximize $z = 4x_1 + 8x_2$
   Subject to $x_1 + x_2 \le 20$
                   $2x_1 + x_2 \le 32$
                   $x_1, \ x_2 \ge 0$

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

   (b) Determine critical points, their nature and also find maximum and minimum values

   of $f(x) = \dfrac{x^3}{3} + x^2 - 15x + 70$

Q.4. (a) Determine value of x for which $f(x) = \dfrac{x^3}{3} + x^2 - 15x$ is

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

   (b) Find $f'(x), f''(x)$ **of (i)** $f(x) = (3x^2 - 5x)e^{4x}$ **and** $f(x) = (5x^3 - 4x^2 - x^{-1})^{\frac{8}{5}}$

Q.5. (a) Integrate (i) $\int x^2 e^{3x} dx$ (ii) $\int (\ln x)^2 dx$

   (b) Integrate (i) $\int \dfrac{2x^3 - 4x^2 + 7x - 8}{x^2 + 2x - 15} dx$

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

   (b) Solve the differential equation:

$$\frac{dy}{dx} = \frac{3x^2}{2y}$$
$$x = 2, y = 5$$

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
FINANCIAL ACCOUNTING; BA (H)–332
BS – II

Date: June 07, 2014   Max Time: 3 Hrs
                                                      Max Marks: 60

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

Q1.   Transactions affecting stockholders' equity during 2013 are as follows:
Mar 31   The stock was split 5 for 4 and the par value reduced from Rs. 10 to Rs. 8 per share. The corporation's issued shares were 40,000
Apr 1   The company purchased 2,000 shares of its common stock on the open market at Rs. 37 per share.
Jul 1   The company reissued 1,000 shares of treasury stock at Rs. 45 per share.
Jul 1   Issued for cash 20,000 shares of previously unissued Rs. 8 par value common stock at a price of Rs. 45 per share.
Dec 1   A cash dividend of Rs. 1 per share was declared payable on December 30 to stockholders of record at December 14.
Dec 22   A 10 % stock dividend was declared; the dividend shares to be distributed on January 24, 2014. The market price of the stock on December 22 was Rs. 48 per share.

         The net income for the year ended December 31, 2013 amounted to Rs. 177,000, after an extraordinary loss of Rs. 35.400 (net of related tax effects).
<u>Required:</u>
   i)   Prepare journal entries to record the transactions relating to stockholders' equity that took place during 2013.

Q2 a): The accounting staff of the Dawn Co. Has assembled the following information for the year ended December 31, 2013:

Cash paid to acquire plant assets	Rs. 19,000
Proceeds from short term borrowing	10,000
Loans made to others	5,000
Collections on loans(excluding interest)	4,000
Interest and dividends received	12,000
Cash received from customers	860,000
Proceeds from sales of plant assets	7,000
Dividend paid	80,000
Cash paid to suppliers and employees	670,000
Interest and taxes paid	90,000

<u>Required:</u>
   i)   Using this information, prepare a formal statement of cash flows. Include a proper heading for the financial statement, and classify the given information into the categories of operating activities, investing activities, and financing activities.

   b): Give two examples of cash receipts transactions and two examples of cash payments transactions which fall into each of the following classifications:
        i)   Operating activities   iii)   Financing activities
        ii)   Investing activities

Q3:   Selected data from the financial statements of X Company and Y Company for the year just ended are shown below. Assume that for both companies dividends declared were equal in amount to net earnings during the year and therefore stockholders' equity did not change. The two companies are in the same line of business.

	X COMPANY	Y COMPANY
Total Liabilities	400,000	200,000
Total Assets	16,00,000	800,000
Sales (all on credit)	32,00,000	24,00,000
Average inventory	480,000	280,000
Average receivables	400,000	200,000
Gross profit as a percentage of sales	40%	30%
Operating expenses as a percentage of sales	38%	26%
Net income as a percentage of sales	2%	4%

01/02

Required: Compute the following for each company:
- i) Net Income
- ii) Net income as a percentage of stockholders' equity
- iii) Accounts Receivable turnover
- iv) Inventory turnover
- v) Equity ratio
- vi) Debt ratio

Q4: A perpetual inventory system is used by Rahim Brothers. The following transactions show the purchases and sales during September.

Sept. 1	Balance on hand, 50 units, cost Rs.60 each	3,000
Sept. 4	Purchase, 20 units, cost Rs. 65 each	1,300
Sept. 8	Sale, 35 units, sales price Rs. 100 each	3,500
Sept. 9	Purchase, 40 units, cost 70 each	2,800
Sept.20	Sale, 60 units, sales price Rs. 100 each	6,000
Sept.25	Purchase, 40 units, cost Rs, 70 each	2,800
Sept.30	Sale, 5 units, sales price Rs. 110 each	550

Required:
- a) Determine cost of Merchandise Inventory at Sept. 30. Use First in First Out Method.
- b) Assume that all sales were made on credit. Compute the total sales and total cost of goods sold for September. Prepare an entry in general journal form to record these sales and a second entry to record the cost of goods sold for September.
- c) Compute the gross profit on sales for the month of September.
- d) What is the objective of IAS 2 for valuation and presentation of inventories?

Q5:
- (a) Explain the advantage of raising finance by a corporation by issuing bonds instead of shares.
- (b) Differentiate between the following:
  - i) Mortgage Bonds and Debenture Bonds.
  - ii) Callable Bonds and Convertible Bonds.

- (c) The Sunrise Co. Issued 10,000, 9%, 10-year bonds of Rs. 1000 par at Rs. 980 each.

Required:
- i) Give an entry in a general journal to record the issuance of the bonds at discount.
- ii) Show how the liability for bonds payable will be reported on a balance sheet immediately after the issuance of the bonds.

- (d) The Sunset Co. issued 10,000, 9%, 10-year bonds of Rs. 1000 par at Rs. 1020 each.

Required:
- i) Give an entry in a general journal to record the issance of the bonds at premium.
- ii) Show how the liability for bonds payable will be reported on a balance sheet immediately after the issuance of the bonds.

Q6: Comparison of characteristics of Sole proprietorship, Partnership and Corporation.

Characteristic	Sole proprietorship	Partnership	Corporation
Ownership Example:	Single owner	Few owners	Many owners
Owner's Liability			
Management			
Life span			
Business or Legal Entity			
Ease of raising capital			
Income taxes			
Division of profits			

Required:
- a) Copy out the above table showing comparative characteristics of the three business organizations.
- b) Write down answer to each stated characteristic under the column provided for each organization preferably in a word, a phrase, or a sentence.
- c) What are the four principal qualitative characteristics of the Financial Statements? Explain briefly.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
PAKISTAN STUDIES; BA (H)–352
BS – II

Date: June 10, 2014   Max Time: 3 Hrs
                                                               Max Marks: 60

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

ہدایات:

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

۲۔ موبائل فون یا کوئی بھی بیرونی رابطے 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 کرلیں۔

Q1.   Do you agree with the view that Alighar Movement gave birth to the Pakistan. Justify.

سوال ۱۔   کیا آپ اس رائے سے اتفاق کرتے ہیں کہ علی گڑھ تحریک نے پاکستان کو جنم دیا؟ دلائل کے ساتھ واضح کریں۔

Q2.   Sketch the circumstances in which Bengal was portioned in 1905 and give the reasons for its annulment.

سوال ۲۔   وہ حالات بیان کریں جن کے تحت بنگال کو ۱۹۰۵ میں تقسیم کیا۔ نیز اسکی تنسیخ کی وجوہات بیان کریں۔

Q3.   Write a comprehensive essay on Lucknow Pact.

سوال ۳۔   لکھنؤ پیکٹ پر ایک جامع مضمون لکھیے۔

Q4.   Discuss the events that led to Quaid-e-Azam 14 points proposal and elaborate its nature and effects.

سوال ۴۔   قائداعظم کے ۱۴ نکات کی تجویز کی آمد کے واقعات پر بحث کیجیے اور اسکی خصوصیات و اثرات بیان کیجیے۔

Q5.   Briefly explain the specific events on the following dates:
       (a) 1885   (b) 1867   (c) 1906   (d) 1916   (e) 1927
       (f) 1928   (g) 1929   (h) 1948   (i) 1958   (j) 1962

سوال ۵۔   مندرجہ بالا تاریخوں میں ہونے والے مخصوص واقعات کو مختصر طور پر بیان کریں۔

(۱)۱۸۸۵   (ب)۱۸۶۷   (ج)۱۹۰۶   (د)۱۹۱۶   (ذ)۱۹۲۷
(ر)۱۹۲۸   (ژ)۱۹۲۹   (س)۱۹۴۸   (ش)۱۹۵۸   (م)۱۹۶۲

Q6.   Being dependent on Western World for defense and economy can Pakistan adopt an independent Foreign Policy? Discuss.

سوال ۶۔   دفاعی ضروریات اور معاشی امداد کے لئے مغربی دنیا پر انحصار کے پس منظر میں کیا پاکستان ایک آزاد خارجہ پالیسی اختیار کرسکتا ہے۔ وضاحت کریں۔

Q7.   Write notes on any two of the following:
       A) Simon Commission   B) Indian National Congress
       C) Nehru Report   D) Natural Resource of Pakistan

سوال ۷۔   مندرجہ ذیل میں سے کسی دو پر مختصر نوٹ لکھیں:

(الف) سائمن کمیشن   (ج) نہرو رپورٹ
(ب) انڈین نیشنل کانگریس   (د) پاکستان کے قدرتی ذخائر

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
MACROECONOMICS; BA (H)–302
BS – II

Date: June 12, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

INSTRUCTIONS:
1. **Attempt any 5 questions. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device 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:   Define GNP and GDP. Explain the difference between GNP and GDP. When GNP is higher than GDP? When GNP is lower than GDP?

Q.No.2:   a) Define consumption, average propensity to consume (APC), and marginal propensity to consume (MPC)
            b) Define saving, average propensity to save (APS) and marginal propensity to save (MPS).
            c) What are determinants of consumptions?

Q.No.3:   a) What is inflation? What are its types?
            b) What is unemployment? What are its types?
            c) Discuss the relationship between inflation and unemployment?

Q.No.4:   What is monetary policy? What are its instruments? Also discuss expansionary and contractionary monetary policy?

Q.No.5:   a) What is meant by balance of payments? How would you correct an adverse balance of payments of a country?
            b) The balance of payments of a country must always balance. How then do you explain the view that a country has favorable or an adverse balance of payments?

Q.No.6:   Derive IS curve. What are the factors which shifts IS curve?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
BUSINESS ENGLISH – II; BA (H)–312
BS – II

Date: June 14, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q1- **Write an essay of 250 to 300 words on any one of the given topics discussing whether you agree or disagree with the following statements.**

"The television brings the world to our house".
OR
"Advertisement is useful when we are purchasing new products".

Q2- **Construct a well-defined and coherent paragraph for the topic sentence given below:**

"In ancient times man made use of the animals to transport themselves and goods, however the means of transportation has changed and improved over many centuries".

Q3- **Read the following paragraph and state the sentence which could be best described as its topic sentence. Also explain how the main idea is controlling the rest of the paragraph.**

The punishment of criminals has always been a problem for society. Citizens have had to decide whether offenders such as first-degree murderers should be killed in a gas chamber, imprisoned for life, or rehabilitated and given a second chance in society. Many citizens argue that serious criminals should be executed. They believe that killing criminals will set an example for others and also rid society of a cumbersome burden. Other citizens say that no one has the right to take a life and that capital punishment is not a deterrent to crime. They believe that society as well as the criminal is responsible for the crimes and that killing the criminal does not solve the problems of either society or the criminal.

01/02

Q4- **Summarize the following passage in not more than 120 words.**

Buying things today is so simple. Just enter a shop, say a book store, choose the desired book and pay for it. Long ago, before the invention of money, how did people trade?

The most primitive way of exchange should be the barter trade. In this form of transaction, people used goods to exchange for the things that they had in mind. For instance, if person A wanted a book and he had a spare goat, he must look for someone who had the exact opposite, that is, that someone, say person B, must have a spare book of person A "s choice and is also in need of a goat. Having found such a person, the problem does not end here. A big goat may worth not only one book, hence person B may have to offer person A something else, say five chickens. However, he runs the risk of person A rejecting the offer as he may not need the chickens. The above example clearly illustrates the inefficiency of barter trading.

Many years later, the cumbersome barter trade finally gave way to the monetary form of exchange when the idea of money was invented. In the early days, almost anything could qualify as money: beads, shells and even fishing hooks. Then in a region near Turkey, gold coins were used as money. In the beginning, each coin had a different denomination. It was only later, in about 700 BC, that Gyges, the king of Lydia, standardized the value of each coin and even printed his name on the coins.

Monetary means of transaction at first beat the traditional barter trade. However, as time went by, the thought of carrying a ponderous pouch of coins for shopping appeared not only troublesome but thieves attracting. Hence, the Greek and Roman traders who bought goods from people faraway cities, invented checks to solve the problem. Not only are paper checks easy to carry around, they discouraged robbery as these checks can only be used by the person whose name is printed on the notes. Following this idea, banks later issued notes in exchange for gold deposited with them. These bank notes can then be used as cash. Finally, governments of today adopted the idea and began to print paper money, backed by gold for the country's use.

Today, besides enjoying the convenience of using paper notes as the mode of exchange, technology has led man to invent other means of transaction too like the credit and cash cards.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
INFORMATION TECHNOLOGY IN BUSINESS; BA (H)–342
BS – II

Date: June 15, 2014

Max Time: 3 Hrs
Max Marks: 60

INSTRUCTIONS:

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

Q-1 a) Describe the most commonly used secondary storage devices.
   b) Give reasons why optical storage devices are popular as compared to other storage media? Code name of any five optical devices

Q-2   Explain the role of multimedia and graphics software in designing of a website with examples

Q-3 a) Enlist key features (atleast 10 points) of Windows 7/8 version.
Q-3 b) Briefly explain, how are biometric devices used for human identification?

Q-4   Write down justification, why databases are essential part of automation? Also enlist the key functions of database management system

Q-5   Demonstrate how Internet works, enlist the major applications of Internet.

Q-6   Write down short notes of the following computer related terminologies:

   a) VoIP   b) Protocol
   c) ADSL(Asymmetric digital sub.   d) Firewall
      Line)

Q-7   Write down the distinguishing points between *__any three__* of the followings:

   a) MPEG and JPEG
   b) Portal and Web site
   c) Thin client and thick client
   d) Client Server and Peer-to-Peer network

END OF EXAM PAPER

AFFILIATED COLLEGE

BS-III

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
MONEY & BANKING; BA (H)–431
BS – III

Date: June 02, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q1   (a): What is 'Gold standard' parity? Define & contrast between 'fixed' and 'floating exchange rates'.
       (b): Identify and elaborate the common 'Liability products' offered by the commercial banks in Pakistan.

Q2   (a): Discuss the major functions of a Central bank.
       (b): What is the role of central bank as a 'regulator' of commercial banks? Explain.

Q3   (a): Discuss the forms and functions of Money as a medium of exchange.
       (b): Discuss briefly the role of 'Commercial banks' for the promotion of business & trade.

Q4   (a): Define 'negotiation', and the various 'negotiable instruments' with features & examples of each, as per Negotiable Instruments Act 1881.
       (b): What is 'Garnishee Order"? Discuss.

Q5   (a): Briefly discuss the 'prudent rules' of commercial lending.
       (b): Identify the various modes of the trade.

Q6   (a): Define and discuss the components of the Financial and Money market.
       (b): Identify the various modes of (NIB) Non Interest based financing.

Q7   What are SBP Prudential regulations? Highlight the various categories of SBP regulations for commercial banks.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
LOGIC; BA (H)–421
BS – III

Date: June 06, 2014   Max Time: 3 Hrs
                                                 Max Marks: 60

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

Q1.   "LOGIC as a Science and Art." Discuss with its importance in the Business world.

Q2.   Define language. Also discuss the basic uses of languages in Business Practice.

Q3.   What do you understand by Definitions? Illustrate various kinds of meanings.

Q4.   Write short notes on the following:
      a) Obversion
      b) Conversion
      c) Contraposition
      d) Induction
      e) Categorical Propositions.

Q5.   Differentiate between the following:
      a) Formal & Informal Logic
      b) Persuasive & Précising definitions
      c) Truth & Validity

Q6.   What is the relevance of Logic for business studies? Elaborate.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
HUMAN BEHAVIOR; BA (H)–411
BS – III

Date: June 04, 2014   Max Time: 3 Hrs
                                   Max Marks: 60

INSTRUCTIONS:

1. **Attempt any four (4) questions. All questions carry equal marks (i.e. 15 each). 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   How do people approach and solve problems? What are the major obstacles to problem solving?

Q2   What principles underlie our organization of the visual world and allow us to make sense of our environment?

Q3   What are the major dimensions of operant, cognitive, and social learning theories? Explain briefly.

Q4   What is the comprehensive definition of "Personality"? Give brief examples of each of the major elements.

Q5   What are attitudes and how are they formed, maintained and changed? Also discuss the link between attitude and behavior.

Q6   Write short note on any three of the following:
       a) Intelligence Assessment Methods
       b) Long Term Memory v/s Short Term Memory
       c) Central and Peripheral Nervous System
       d) Stress and Coping

END EXAM OF PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS STATISTICS; BA (H)–451
BS – III

Date: June 09, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q.1 a) Differentiate between:
   (i) Descriptive and Inferential Statistics. (ii) Primary and Secondary methods of data collection.
   b) Define a Frequency Distribution. What are the steps involved in its preparation?
   c) Prepare a frequency distribution taking Five equal classes.

403	395	389	401	408	391	398	386	429	415
379	417	465	426	410	428	396	393	396	383
371	438	381	423	405	386	401	414	407	422

Q.2 a) For the following frequency distribution:

Sales (x)	401–420	421–440	441–460	461–480	481–500
No. of days (f)	5	12	17	10	6

   (i) Compute mean, median and mode
   (ii) Compute first quartile
   (iii) Compute the percentage of days when the sales is more than 475.

   b) If an instructor counts the final examination in a course four times as much as each one–hour examination, what is the average score of a student who received 76 in the final examination and 70, 54, 73, and 67 in four one–hour examinations?

Q.3 a) For the frequency distribution given below, determine the intervals $(\mu \pm \sigma)$ and $(\mu \pm 2\sigma)$ where μ is the mean and σ is the standard deviation of the distribution.

C.I	f
8.0 – 8.9	14
9.0 – 9.9	27
10.0 – 10.9	22
11.0 – 11.9	5
12.0 – 12.9	4
13.0 – 13.9	12
14.0 – 14.9	16

   b) The number of machine breakdowns per day in a factory is recorded for seven days in each of two months as:

June	4	10	9	0	0	8	3
August	11	4	3	2	3	0	3

   (i) Which month exhibits more variability in terms of coefficient of variation?

01/02

Q.4 a) Find the number of distinct permutations that can be formed from all the letters of the word PROPOSITION.

b) (i) If repetitions are not allowed, how many three digit numbers can be formed from the six digits 2, 3, 5, 6, 7 and 9?

(ii) How many are odd?   (iii) How many are multiple of 5?

c) Two fair dice are rolled. Find the probability of getting a sum of 8 dots.

Q.5 a) Differentiate between Classical and Empirical Approaches of Probability.

b) A coin is tossed four times. Find the probability of at least two heads.

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 an account holder will get his cheque cashed within seven minutes?

Q.6 a) Given that events A and B are independent, and $P(A) = 0.3$ and $P(B) = 0.6$,

(i) Compute $P(A \cup B)$.

b) Find K such that $P(X) = K.X2$ for $X = 1, 2, 3$ is a probability distribution.

Find (i) $E(X)$ and (ii) $V(X)$.

Q.7 a) 6 cards are drawn at random from a deck of 52 playing cards. What is the probability of getting 3 kings if the cards are drawn

(i) with replacement?

(ii) without replacement?

b) It is known that 6% of the production of a manufacturer is defective. What is the probability that "the number of defective product" in a random sample of 10 will be exactly 2?

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 months?

Q.8 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) Determine Total, Error and Regression Sum of Squares.

(iii) Determine Coefficient of determination and interpret.

(iv) Determine Coefficient of Correlation.

b) Compute Fisher's price index number for 2013.

Commodity	2012		2013	
	Price	Quantity	Price	Quantity
A	64	270	102	320
B	40	124	70	210
C	83	130	95	125

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT; BA (H)–461
BS – III

Date: June 11, 2014
Max Time: 3 Hrs
Max Marks: 60

<u>INSTRUCTIONS:</u>
1. **Attempt any 5 questions, where Q1 is compulsory. 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) Clearly explain the difference between "line" authority and "staff" authority. **04**
    b) What is the concept of decentralization of authority? Which type of authority you think is better in any large organization? **08**

Q-2(a) Discuss briefly the purposes of planning. **08**
   (b) Identify what type of plans are these? Justify your answer. **04**
- Financial Budget of your institute for the year 2014
- Attendance rule made by head of your institute that ' all students will have to be in uniform within premise of the campus.

Q-3 What is meant by rational decision making? Explain the concept of decision making under uncertainty. **12**

Q-4 a) Performance Appraisal is a very vital function of Human Resource Management. Despite the fact that appraising performance of the employees is difficult and complex activity, performance of employees is appraised in almost all organizations. Briefly explain the benefits of performance appraisal for organizations and for employees. **06**
    b) Define 'staffing', how does it relate to Human Resource Management? Briefly explain. **06**

Q-5 Discuss briefly behavioral models of: **12**
    (i) Maslow's Hierarchy of Needs Theory
    (ii) Herberg Two Factor Theory of Motivation.

Q-6 Write short notes on <u>**Any Four**</u> of the following: **12**
1. Bounded Rationality
2. Job Enrichment
3. Program Budgeting
4. Concurrent Control
5. Span of Management

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES
BUSINESS COMMUNICATION–I; BA (H)–441
BS – III

Date: June 13, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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

Q – 1 What are the benefits of effective communication in your career? Discuss in detail.

Q – 2 Define the term 'persuasion'. Discuss the organization of persuasive messages.

Q – 3 You are the Head of stitching Department of Mod Garments Limited working on an important export order for Men's Suits amounting to Rs. 25 million. While coming to work, 30 workers i.e. 20 percent of your total workforce have been seriously injured in a recent bus accident.

You are required to prepare a *Memorandum* to the head of the Human Resources Department requesting for recruitment of 25 temporary workers on an urgent basis. You may assume any details that may be considered necessary.

Q – 4 Reliable Computers Limited has recently imported 1200 computers from Taiwan. The consignment packed in 12 pallets was shipped through Eastern Freight Airways (EFA). On examination of the packages the consignee has found that 200 computers have been damaged due to mishandling by the loading staff. The computers have been damaged beyond repairs and have to be considered as a total loss.

As manager imports, you are required to draft a *claim letter* to EFA describing the problem and making a strong and well-substantiated claim for compensation.

Q – 5 You are the Human Resource Manager at one of the leading commercial banks in Karachi. Over the last six months, various clients have complained about the rude and unacceptable behaviour of Mr. Ahmed, the Customer Services Manager of I.I. Chundrigar Road Branch. Mr. Ahmed who has been an employee of this branch for the past 7 years, always had a clear record and until recently has been one of the most valuable contributors to the bank.

You are required to investigate and prepare a *short report* to be submitted to the Regional Manager Customer Services. (You may assume any necessary details)

END OF EXAM PAPER

AFFILIATED COLLEGE

BS - IV

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
STATISTICAL INFERENCE; BA (H)–432
BS – IV

Date: June 07, 2014   Max Time: 3 Hrs
                                                                          Max Marks: 60

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

Q.1 a) Differentiate between:
        (i) Descriptive and Inferential Statistics
        (ii) Simple Random and Stratified Random Sampling.

    b) The diameter of lids for tin cans produced by a certain manufacturer is normally distributed with a mean of 4 inches and a standard deviation of 0.012 inches. What proportion of the lids produced are between 3.97 inches and 4.03 inches?

Q.2 a) Define Sampling Distribution of $\bar{x}$. What are its properties?

    b) Draw all possible samples of size 2 without replacement from the population 2, 4, 6, 10, 14.
       Verify that sample mean is an unbiased estimator of population mean.

Q.3 a) Define: (i) Unbiased estimator.   (ii) Consistent estimator.

    b) Nine bearings made by a certain process have a mean diameter of 0.505 cm. and a standard deviation of 0.004 cm. Construct a 99% confidence interval for the mean diameter of bearings made by this process.

Q.4 a) An employment exchange officer claims that the applications received in his office are processed in an average of less than 5 working days. A sample of 8 applications are randomly taken, and these were processed in 7, 6, 7, 9, 3, 3, 8, and 5 days. Assuming that the processing time is normally distributed, test the validity of the officer's claim at 0.01 level of significance.

    b) If 8 short – range rockets of one kind have a mean target error of $\bar{x}_1$ = 98 feet with a standard deviation of s_1 = 18 feet while 10 short – range rockets of another kind have mean target error of $\bar{x}_2$ = 76 feet with a standard deviation of s_2 = 15 feet, test the null hypothesis $\mu_1 - \mu_2$ = 15 against the alternative hypothesis $\mu_1 - \mu_2$ > 15. Assume populations as normal with equal variances. Use α = 0.05.

Q.5 a) A market researcher believes that in a certain population the proportion of persons preferring brands A, B, C and D of tooth paste are 0.30, 0.60, 0.08 and 0.02 respectively. A simple random sample of 600 persons drawn from the population shows the following preferences.

Brand	A	B	C	D
Number of person	192	342	44	22

       Do these data provide sufficient evidence to reject the research's belief at α = 0.01

                                                                          01/02

b) The following table shows the number of good and defective parts produced per hour on each of three shifts at a manufacturing plant.
Using the 0.05 level of significance, test the hypothesis that there is no significant difference between the proportion of defective parts produced on the three shifts.

Parts	First Shift	Second Shift	Third Shift
Good	55	60	42
Defective	15	10	18

Q.6 a) The data in the following table give the market – share of a product for a given advertising expenditure.
  (i) Find the 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)
Jan.	15	23
Feb.	17	25
Mar.	13	21
Apr.	14	24
May.	16	26

b) The two lines of regression for a sample of 8 pairs of values were determined as:
$$\hat{y} = -1425 + 1.42x$$
$$\hat{x} = 68.58 + 0.12y$$
  (i)   Calculate coefficient of correlation r.
  (ii)   What proportion of variation in y is reduced by the regression line of y on x?

Q.7 a) Define a Time Series and its Components. What are the methods to measure secular trend?

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

Years	Earnings
2005	18
2006	20
2007	20
2008	23
2009	24
2010	25
2011	29
2012	31
2013	35

Find the equation of the trend line by the method of least squares and estimate earnings for the year 2016.

xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx/////xxx

t values		
df ↓	0.01	0.03
7	3.5	2.37
8	3.36	2.31
16	2.92	2.12

Normal Areas		
z	0.00	0.05
−3	0.006	0.005
−2	0.029	0.026
1.9	0.971	0.974
2.5	0.994	0.995

χ^2 values		
d.f.↓	0.005	0.03
2	10.6	7.38
3	12.84	9.35

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS FINANCE; BA (H)–412
BS – IV

Dated: June 10, 2014   Max Time: 3 Hrs
                                                   Max Marks: 60

INSTRUCTIONS:
1. **Attempt ALL 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.**

Q.1 a) What are financial markets? Why do they exist in a country?
   b) List the securities traded in the money and capital markets in Pakistan?
   c) From the values of the different ratios that follow, calculate the missing balance sheet items and complete the balance sheet.

Sales	Rs. 100,000
Average Collection Period	55 days
Inventory turnover	15
Debt to Assets Ratio	0.4 or 40%
Current Ratio	3
Total Asset Turnover	1.6
Fixed Asset Turnover	2.9

Assets		**Liabilities + Equity**	
Cash	Rs. 6,000	Accounts Payable	6,000
Accounts Receivable	---------	Notes payable	-------
Inventory	---------	Accrued Expenses	600
Prepaid Expenses	---------	Total Current Liabilities	-------
Total Current Assets	---------	Bonds Payable	-------
Fixed assets	---------	Common Stock	16,000
		Retained Earnings	--------
Total Assets	---------	Total Liabilities + Equity	--------

Q.2 a) Investors in Hoeven industries common stock have a **0.2** probability of earning a return of **4 percent**, a **0.6** probability of earning a return of **10 percent**, and **0.2** probability of earning a return of **20 percent**. What is the mean of this probability distribution (the expected rate of return)?
   b) Define risk aversion and risk return relation? What methods can be adopted to reduce the risk?

Q.3   The National Building Company is considering the purchase of new crane. Bushier, the new manager has had some past management experience while he was the Chief Financial Officer of the local saving and loan. The cost of the crane is **Rs. 17,291.42** and the expected increment cash flows are **Rs. 5,000** at the end of **year 1**, **Rs. 8,000** at the end of **year 2**, and **Rs. 10,000** at the end of year 3.
   a. Calculate the net present value if the required rate of return is **12 percent**.
   b. Calculate the internal rate of return.
   c. Should Mr. Bushier purchase this crane?

01/02

Q.4   On **January 1**, the total market value of Tysseland company was **Rs. 60 million**. During the
        year, the company plans to raise and invest **Rs. 30 million** in new project. The firm's present
        market value capital structure, shown below, is considered to be optimal. Assume that there is no
        short-term debt.

Debt	Rs. 30,000,000
Common equity	30,000,000
Total capital	Rs. 60,000,000

New bonds will have an **8 percent** coupon rate, and they will be sold at par. Common stock is
currently selling at **Rs. 30** a share. Stockholders' required rate is estimated to be **12 percent**,
consisting of a dividend yield of 4 percent and an expected constant growth rate of **8 percent**.
(the next expected dividend is **Rs. 1.20**, so **Rs. 1.20/Rs. 30 + 4%.**)The marginal corporate
tax rate is **40 percent**.

Assume that there is sufficient cash flow such that Tysseland can maintain its target capital
structure without issuing additional share of equity. What is the WACC?

Q.5 a) You expect to receive **Rs. 1,000** at the end of each of the next **3 years**. You will deposit these
        payments into an account which pays **10 percent** compounded semiannually. What is the future
        value of these payments that is, The value at the end of the third year?

    b) What is the present value of **5-year** ordinary annuity with annual payment of **Rs. 200**,
        evaluated at a **15 percent** interest rate?

Q.6 a) Distinguish between:

i)	**Operating leverage**	and	**Financial leverage**
ii)	**Even**	and	**Uneven cash flow statement**
iii)	**WACC**	and	**Marginal cost**
iv)	**Mutual fund**	and	**Money market fund**

    b) What are the determinants of a firm's cash flow?
    c) Define arbitrage pricing theory.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOR; BA (H)–442
BS – IV

Date: June 12, 2014   Max Time: 3 Hrs
                                                        Max Marks: 60

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.   What is job design? Explain the various approaches to job design.

Q2.   Does motivation come from within a person or is it a result of the situation? Explain the hierarchy of needs theory of motivation.

Q3.   Define leadership. Explain Pathagoal theory of leadership.

Q4.   What is stress? Explain the General Adaptation of Syndrome (GAS).

Q5.   Explain the barriers that come in the way changing attitude and how to overcome these barriers.

Q6.   What might motivate you to join a group? Compare and contrast the different type of groups.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS & LABOR LAW; BA (H)–452
BS – IV

Date: June 14, 2014
Max Time: 3 Hrs
Max Marks: 60

INSTRUCTIONS:
1. **Attempt any 5 questions. Do not write anything on the question paper.**
2. **Use of mobile phones or any other communicating device 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) Define contract of guarantee and what is the difference between indemnity and guarantee?
 b) How contract will be the rescind? What are the consequences of rescission of voidable contract?

Q2 Define pledge. What are the rights and responsibilities of the pawnee and pawner?

Q3 What is difference between sale and agreement to sell? How many essentials are of sale explained in detail?

Q4 Please explain promissory note and bill of exchange? What does mean dishonour and explain its effects?

Q5 Explain the following legal terms:
  i. Presentment
  ii. Caveat Emptor
  iii. Lockout & Strike
  iv. Lien
  v. Award
  vi. Reciprocal Promise
  vii. Consideration
  viii. Future Goods

Q6 a) What is the process of registration of Trade Union? Explain the importance of Trade Union under IRA 2013.
 b) How to redress of individual grievances? Explain the process, under IRA 2013.

Q7 a) What are the powers of the inspector under factories act 1934? Explain what does mean by the seasonal factories?
 b) Define the method of calculating Wages. What is the employer's liability for compensation under the workmen's compensation Act 1923?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
PRINCIPLES OF MARKETING; BA (H)–462
BS – IV

Date: June 15, 2014   Max Time: 3 Hrs
                                               Max Marks: 60

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:   Explain the importance of understanding customers and the market place, and identify the five core marketplace concepts.

Q.No.2:   What are the 4 Ps of Marketing Mix; and 7 Ps of Services Marketing mix? Clearly discuss.

Q.No.3:   a) List and define the steps in the new product development process.
b) Describe how marketing strategies change during the products life cycle.

Q.No.4:   Distinguish between Skimming pricing policy and penetrating pricing policy. Under what situation one or the other pricing policy may be used.

Q.No.5:   a) "You can eliminate middlemen but you cannot eliminate essential distribution activities." Discuss how this statement is supported or refuted by vertical marketing systems.
b) "When used by consumers for making purchases, the internet seems to offset the service characteristics of inseparability and heterogeneity." Explain whether or not that statement is true.

Q.No.6:   a) Integrated marketing communications is just another way to say, "Keep everyone informed about what is going on." Comment.
b) What type of sales promotion would be effective for selling expensive consumer products such as houses, automobiles, or cruise trips? How about expensive business products?

END OF EXAM PAPER

AFFILIATED COLLEGE

BS – V

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
COST ACCOUNTING; BA (H)–511
BS – V

Date: June 17, 2014   Max Time: 3 Hrs
                                                                    Max Marks: 60

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.   The following account data is available for the Manufacturing Corporation for the year ending December 31, 2013:

Inventories:	Beginning	Ending
Raw Materials	Rs 156,000	Rs 148,000
Work in Process	232,000	256,000
Finished Goods	190,000	216,000
Other Items:		
Sales		Rs 3,400,000
Raw materials purchased		780,000
Transportation costs on raw materials purchased		16,000
Depreciation-Factory Building		50,000
Depreciation-Office Equipment		35,000
Indirect Labour		160,000
Indirect materials issued to production		33,400
Direct Labour		595,000
Heat, Light and Power		58,000
Factory insurance		16,500
Property taxes on factory building		18,800
Selling and administrative expenses		1,360,000

Required:
 a. Prepare a schedule of cost of goods manufactured for the year ending December 31,2013
 b. How would the above differ if the company did not carry indirect materials in inventory i.e. the Raw Materials inventory would consist of direct materials only?

Q2.   The following balances appear in an entity's records at the end of the year:

Depreciation on factory equipment	Rs	185,000
Advertising expense		300,000
Indirect materials		56,000
Direct labour		230,000
Sales commission		56,000
Property taxes on factory building		25,000
Direct materials used		460,000
Administrative salaries		350,000

01/03

Required:
 a. Fixed manufacturing overhead costs

b. Variable manufacturing overhead costs
c. Prime costs
d. Conversion costs

e. Total fixed costs
f. Total variable costs
g. Product costs
h. Period costs

Q3. Gulji Enterprises uses a normal job order costing system. Job and cost information for the month ended September 30, 2013:

- Finished Goods inventory had a balance of Rs. 81,350 (Job 705) on September 1.
- Overhead is applied at a rate of 35% of direct labour costs.

Activity for the month:

Job No.	Balance in Beginning WIP Inventory	Direct Materials Used	Direct Labour
425	Rs. 78,435	Rs. 2645	Rs. 3,445
532	56,650	21,415	13,215
605	50,055	15,900	25,600
720	15,080	78,050	67,940
750		91,000	96,070
767		91,560	73,320
780		50,835	19,915

- Job 425, 605,720,767, and 780 were completed.
- Finished goods at September 30, 2013 were Jobs 720 and 767.

Required:

a. What is Cost of Goods Sold for September 2013?

Q4. Following are the selected ledger accounts of the process cost accounting for the Modern Manufacturing Corporation:

Work in Process - Assembly

Direct Materials	29,025		
Direct Labour	11,610		
FOH-applied	14,190	Transferred to Finishing	?
Ending Balance	9,572		

Work in Process - Finishing

From Assembly	45,253		
Direct Materials	7,760		
Direct Labour	15,580		
FOH-applied	6,228	59,965 Transferred to Finished goods inventory	
Ending Balance	?		

Finished Goods Inventory

From Finishing	59,965		
Ending Balance	4,825	Cost of Goods Sold	?

Required:

i) Find the missing figures.
ii) Give general journal entries to record manufacturing cost for both the process accounts.

02/03

iii) Give general journal entries to record:
   a. Cost of units processed by the Assembly dept and transferred to the Finishing dept.
   b. The cost of units completed by the Finishing Dept and transferred to the Finished Goods Inventory account.
   c. The Cost of Goods Sold.

Q5. The following data are taken from a manufacturing concern for calculation of variances:
   a. FOH budgeted for actual production of 18000 units   ?
      FOH Fixed   Rs.300,000
      FOH Variable at the rate of Rs. 5 per unit   ?
      Industry Average Variable FOH Rs. 5.02 per unit
      Actual FOH   Rs. 383,800
   Required: Calculate Overhead Spending Variance.

   b. FOH applied to WIP Inventory at standard cost :
      18000 units at the rate of Rs. 20 per unit   ?
      Budgeted FOH for 18000 unit production level Rs. 390,000
      Industry Average unit cost Rs. 20.05
   Required: Calculate Volume Variance.

   c. Standard Hourly Rate Rs. 5.95   Standard Hours 3000   Actual Hours 3300
      Industry average Hourly Rate Rs. 5.98
   Required: Calculate Labour Efficiency Variance

   d. Give a compound general journal entry to close the variances you have calculated in situations (a), (b), and (c).

Q6. Adamjee uses perpetual cost accumulation system and maintains a general ledger and a factory ledger. The following transactions occurred during Jan. 2014:
   Jan 1   Purchased materials for cash Rs. 80,000.
   Jan 5   Issued materials to factory: Direct materials Rs. 60,000 and indirect materials Rs. 20,000
   Jan 15   Paid wages to workers: direct labour wages Rs. 18,000, indirect labour wages Rs. 17,000
   Jan 25   Actual FOH costs incurred Rs. 30,000.
   Jan 30   FOH costs applied to production Rs. 67,000
   Jan 31   Cost of Goods transferred to Finished Goods account Rs. 139,000
   Jan 31   Sold goods costing Rs. 134,000 for cash.

Required:
   • Record the preceding transactions in the appropriate ledgers.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ENVIRONMENTAL STUDIES; BA (H)–521
BS – V

Date: June 19, 2014   Max Time: 3 Hrs
                                                    Max Marks: 60

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

Q1   Explain the following terms in detail:
        i)   Community and ecosystem degradation
        ii)   Biomes
        iii)   Atmosphere
        iv)   Resource Economics
        v)   Soil
        vi)   Productivity

Q2   Explain the concept of Bio-Diversity with the reference of the following terms:
     I) Genes   II) Species   III) Ecosystem

Q3   What are Wetlands? Explain the functions and importance of Wetlands?

Q4   What are resources? Explain the kinds of resources in detail?

Q5   How resources are beneficial for mankind? Define the concept and main causes of resource depletion?

Q6   Write short notes on the following:
        i)   Geo sphere and layers of Earth
        ii)   Lithosphere
        iii)   Hydrosphere

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
COMMUNITY DEVELOPMENT; BA (H)–531
BS – V

Date: June 21, 2014   Max Time: 3 Hrs
                                                         Max Marks: 60

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

Q.1 a) What do you understand by theoretical perspective?   [04]
    b) How do the basic assumptions of the conflict perspective differ from those of functionalism?   [08]

Q.2 a) Examine the cultural values and norms, how do they combine with sanctions to control people's behavior? Discuss with examples.   [08]
    b) Identify the negative concept of "Melting Pot" in different cultures?   [04]

Q.3   Differentiate between the various approaches to child rearing that are used by middle class and working class parents (i.e. authoritarian, permissive, and authoritative)? Discuss with examples.   [12]

Q.4 a) How has the entry of large number of married women into the labour force changed their family lives? Discuss.   [08]
    b) Would you call modern family disorganized? Support your answer with concrete reasons.   [04]

Q.5 a) Evaluate the causative factors of unemployment in Pakistan.   [06]
    b) What is the overall impact of unemployment on Pakistani youth and society? Discuss with examples.   [06]

Q.6 a) Identify the different approaches of community development.   [06]
    b) Differentiate between Rural and Urban Communities.   [06]

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ECONOMY OF PAKISTAN; BA (H)–541
BS – V

Date: June 24, 2014   Max Time: 3 Hrs
                                                             Max Marks: 60

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

Q1   What are the major causes of rising prices in Pakistan? What major would you suggest to control inflation in the country?

Q2   Pakistan economy is suffering from a huge budget deficit. What fiscal and monetary tools are likely to be effective in narrowing this deficit?

Q3 a) "Development of an economy depends on the means of transport and communication" explain.
    b) Examine the education policy with reference to literacy ratio.

Q4   "To boost the economic development of Pakistan it is very necessary to have trade with foreign countries instead of depending upon foreign aid" Comments.

Q5   Significance of power resources in economic prosperity of a country? Elaborate with facts and figures.

Q6   Write short notes on **any two** of the following:
    1. Role of stock exchange
    2. Man power planning
    3. Tariff and quota
    4. Main exports of Pakistan

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
FINANCIAL MANAGEMENT; BA (H)–551
BS – V

Date: June 26, 2014

Max Time: 3 Hrs
Max Marks: 60

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

Q1 Wasim Inc. is considering a project that has the following after–tax operating cash flows (in millions of Rupees): **[10]**

Year	Project Cash Flow
0	–Rs. 300
1	125
2	75
3	200
4	100

Wasim Inc.'s finance department has concluded that the project has a 10 percent cost of capital.

Required:
Calculate (1) NPV   (2) PBP   (3) DPBP   (4) IRR   (5) MIRR.

Q2 Given the following choices, what is the optimal capital structure for Nazim Co.? (Assume that the company's growth rate is 2 percent.) **[10]**

Debt Ratio	Dividends Per Share	Cost of Equity (k_s)
0%	Rs. 5.50	11.5%
25	6.00	12.0
40	6.50	13.0
50	7.00	14.0
75	7.50	15.0

Q3 Fahad Inc. expects EBIT of Rs. 2,000,000 for the coming year. The firm's capital structure consists of 40 percent debt and 60 percent equity, and its marginal tax rate is 40 percent. The cost of equity is 14 percent, and the company pays a 10 percent interest rate on its Rs. 5,000,000 of long–term debt. One million shares of common stock are outstanding. In its next capital budgeting cycle, the firm expects to fund one large positive NPV project costing Rs. 1,200,000, and it will fund this project in accordance with its target capital structure. Assume that new debt will also have an interest rate of 10 percent. If the firm follows a residual dividend policy and has no other projects, what is its expected dividend payout ratio? **[10]**

Q4 a) Given the following probability distribution, what are the expected return and the standard deviation of returns for Security J? **[05]**

State	P_i	k_J
1	0.2	10%
2	0.6	15
3	0.2	20

b) A stock has an expected return of 12.25 percent. The beta of the stock is 1.15 and the risk–free rate is 5 percent. What is the market risk premium? **[05]**

01/02

Q5   Laiq Plastics has the following data: **[10]**

Assets   Rs. 100,000
Profit margin   6.0%
Tax rate   40%
Debt ratio   40.0%
Interest rate   8.0%
Total assets turnover   3.0

What is Laiq's EBIT?

Q6   You have recently been hired to improve the performance of Muzzamil 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.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS; BA (H)–561
BS – V

Date: June 28, 2014   **Max Time: 3 Hrs**
                                                          Max Marks: 60

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

Q–01   Explain how does Electronic Data Interchange (EDI) supports B2B model. Give examples of EDI's competitive advantages.

Q–02   Define types of websites and illustrate, how does Web application works?

Q–03   Describe the functions of Supply Chain Management (SCM), also explain the role of SCM in e–Commerce.

Q–04   Write down the process of payment gateways used in e–Commerce; also define transaction processing cycle of e–commerce.

Q–05   Write down brief notes on **any three** of the followings online applications:
   a) Stock Trading
   b) e–Procurements
   c) Virtual Storefront
   d) Change Management Process

Q–06   Differentiate distinguishing points between **any three** of the following:
   a) S2S and P2P e–commerce models
   b) Forward e–Auction and Reverse e–Auction
   c) Thick Client, Thin Client and Smart Client
   d) Electronic Distributor and Electronic Broker
   e) Direct Electronic Marketing and Indirect Electronic Marketing

END OF EXAM PAPER

AFFILIATED COLLEGE

BS–VI

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
ENTREPRENEURSHIP; BA (H)–512
BS – VI

Date: June 16, 2014   Max Marks: 60
                                                        Max Time: 3 Hrs

INSTRUCTIONS:
   1. **Attempt 5 questions, where Q1 is compulsory. 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 Justify the following statement whether you agree or disagree & give reasoning.   **[20]**
   (i)   Entrepreneur are those who buy something at certain price & sell at certain price.
   (ii)   Issuing of an IPO's as a potential harvest strategy.
   (iii) Federal government can be source of new venture ideas.
   (iv)   Bias tax policies encourages SME's.
   (v)   Radical innovation are better than incremental innovation.

Q2 What are the barriers to entry? How do they affect new venture assessment?   **[10]**

Q3 Compare and Contrast Strategic Management and the entrepreneurship. Briefly **[10]**
explain the role of entrepreneurship in Service Institutions.

Q4 What does the entrepreneur of an emerging venture need to know about sales **[10]**
research and a marketing information system?

Q5 Explain why the following are important factors to consider when valuing a **[10]**
business startup costs, accuracy of projections, degree of control?

Q6 Write short notes on the following: **[10]**
   1. Intrapreneurship
   2. Entrepreneurial Profile
   3. Enterprise

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
PRODUCTION & OPERATIONS MANAGEMENT BA (H)–522
BS – VI

Date: June 18, 2014   Max Time: 3 Hrs
                                                         Max Marks: 60

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

Q.1:   It is said that the operations management is a transform process. Do you agree with the statement? Support your answer with reasons.

Q. 2:   Productivity is a relationship between output and the input of a business system. Explain several strategies for improving the productivity.

Q.3:   Companies implement concurrent engineering should possess Computer Aided Design (CAD) / Computer Aided Manufacture (CAM) system. Discuss.

Q.4:   Total Quality Management (TQM) is an approach to the management of quality throughout the entire organization. Discuss the role of various functions in TQM that contribute to the production process.

Q.5:   Discuss the importance of plant location. What are the function affecting plant location?

Q.6:   Supply Chain Management is the management of flow of goods. Justify the statement.

Q.7:   What do you understand by aggregate production planning? Discuss different production planning strategies.

Q.8:   Distinguish between CPM (Critical Path Method) and PERT (Program Evaluation and Review Techniques). How these are used for controlling projects?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
MARKETING MANAGEMENT; BA (H)–532
BS – VI

Date: June 20, 2014   **Max Time: 3 Hrs**
                                                      Max Marks: 60

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

Q.1 a) Discuss "the company orientation towards the market place".
    b) Explain the steps involved in business unit strategic planning.

Q.2 a) What are the factors that help in analyzing the macro environment?
    b) Briefly discuss the Marketing research process.

Q.3 a) How consumer markets are segmented and what are the levels of market segmentation?
    b) Name and concisely explain the steps that are followed in setting the price of a product.

Q.4 a) What are the product life cycle marketing strategies?
    b) Write in brief how effective communication can be developed.

Q.5 a) Briefly discuss the competitive strategies of market leader, market challenger, market follower and niche marketer.
    b) Define: Total Quality Management, Customer Relationship Management, Customer Perceived Value, Customer Equity and Customer Life time Value.

Q.6   Write notes on:
        i)   Retailing & Wholesaling
        ii)   Buying Decision Process.

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS RESEARCH METHODS; BA (H)–542
BS – VI

Date: June 23, 2014   Max Marks: 60
                                                        Max Time: 3 Hrs

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

Q.1   Define the following Business Research / Research Terminologies: **[20]**
    1. Hypothesis   6. Stochastic Approach
    2. Assumptions   7. Deterministic Approach
    3. Axioms   8. Operational Definition
    4. Inductive   9. Impact Factor
    5. Deductive   10. Citation

Q.2   Explain different types of probability and non-probability sampling with examples.

Q.3   Discuss the various steps of developing a research proposal?

Q.4 a) Explain the components of measurement.
    b) What are the different Levels of Measurement? Give examples

Q.5 a) Explain Model Based Theory?
    b) What are the advantages and disadvantages of interview method?

Q.6   Write short notes on the following:
    (i)   Ethical Issues in Observation
    (ii)   Importance of Literature Review
    (iii)   Experimental Design
    (iv)   Levels of Decision Making

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
HUMAN RESOURCE MANAGEMENT; BA (H)–552
BS – VI

Date: June 25, 2014   Max Time: 3 Hrs
                                                        Max Marks: 60

INSTRUCTIONS:
1. **Attempt 5 questions, where Q-9 is compulsory. 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 Human Resource Management and critically examine the importance of HRM in the context of Pakistani business culture.

Q-2   Differentiate between Personnel Management and Human Resource Management. Which one of these Management Techniques do you consider more effective for a Modern Organization?

Q-3   Write names of at least 10 (Ten) books on HRM, mentioning names of authors, publishers and the year of publication.

Q-4   What do you mean by HRD? Describe the important purposes and components of HRD.

Q-5   According to modern concept, HRM is the shared responsibility of all the managers of an organization. Justify with reason your agreement or disagreement to this statement.

Q-6   Describe five steps considered important in interview for selection.

Q-7   What is the impact of organizational policies on the process of recruitment? Offer three examples to support your answer.

Q-8   How would you develop a policy of recruitment and selection?

Q-9   Describe the following:
       a) Blind Ads
       b) Job Enlargement
       c) Job Performance

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
MANAGERIAL ACCOUNTING; BA (H)–562
BS – VI

Date: June 27, 2014   Max Time: 3 Hrs
                                                        Max Marks: 60

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

Q1 Patel Enterprises is studying the addition of a new product that would have an expected selling price of Rs 160 and expected variable cost of Rs 100. Anticipated demand is 8,000 units.
A new salesperson must be hired because the company's current sales force is working at capacity.
Two compensation plans are under consideration:

Plan 1: An annual salary of Rs 32,000 plus 10% commission based on gross sales Rupees
Plan 2: An annual salary of Rs 140,000 and no commission

Required:
a) What is meant by the term "operating leverage"?
b) Calculate the contribution margin and net income of the two plans at 8,000 units.
c) Compute the operating leverage factor of the two plans at 8,000 units. Which of the two plans is more highly leveraged? Why?

Q2 Khanzada Corporation sells three products: J, K, and L. The following information was taken from a recent budget:

	J	K	L
Unit sales	40,000	130,000	30,000
Selling price	Rs 60	Rs 80	Rs 75
Variable cost	40	65	50

Total fixed costs are anticipated to be Rs 2,450,000.

Required:
a) Determine Khanzada's sales mix.
b) Determine the weighted-average contribution margin.
c) Calculate the number of units of J, K, and L that must be sold to break even.
d) If Khanzada desires to increase company profitability, should it attempt to increase or decrease the sales of product K relative to those of J and L? Briefly explain.

Q3 PEL Corporation has a machining capacity of 200,000 hours per year. Utilization of capacity is normally 75%; it has been as low as 40% and as high as 90%. An analysis of the accounting records revealed the following selected costs:

	At a 40% Utilization Rate	At a 90% Utilization Rate
Cost A:		
Total	Rs 440,000	Rs 440,000
Per hour	Rs 5.50	?
Cost B:		
Total	?	Rs 1,944,000
Per hour	Rs 10.80	Rs 10.80
Cost C:		
Total	Rs 680,000	Rs 1,330,000
Per hour	Rs 8.50	Rs 7.39

PEL uses the high-low method to analyze cost behavior.

Required:
a) Classify each of the costs as being either variable, fixed, or semivariable.
b) Calculate amounts for the two unknowns in the preceding table.
c) Calculate the total amount that PEL would expect at a 75% utilization rate for Cost A, Cost B, and Cost C.
d) Develop an equation that PEL can use to predict total cost for any level of hours within its range of operation.

01/02

Q4   Dewan Company has set the following standards for one unit of product:

Direct material
      Quantity: 6.2 pounds per unit
      Price per pound: Rs 11 per pound
Direct labor
      Quantity: 6 hours per unit
      Rate per hour: Rs 23 per hour

Actual costs incurred in the production of 2,800 units were as follows:
      Direct material: Rs 194,350 (Rs 11.50 per pound)
      Direct labor: Rs 393,750 (Rs 22.50 per hour)

All materials purchased were consumed during the period.

Required:
    a) Calculate the direct-material price and quantity variances and the direct-labor rate and efficiency variances. Indicate whether each variance is favorable or unfavorable.

Q5   The ARY presents a series of concerts throughout the year. Budgeted fixed costs total Rs 300,000 for the concert season; variable costs are expected to average Rs 5 per patron. The orchestra uses flexible budgeting.

Required:
    a) Prepare a flexible budget that shows the expected costs of 8,000, 8,500, and 9,000 patrons.
    b) Construct the ARY's flexible budget formula.
    Assume that 8,700 patrons attended concerts during the year just ended, and actual costs were: variable, Rs 42,000; fixed, Rs 307,500. Evaluate the ARY's financial performance by computing variances for variable costs and fixed costs.

Q6   The following data relate to Waseem Company, a new corporation, during a period when the firm produced and sold 100,000 units and 90,000 units, respectively:

Direct materials used	Rs 400,000
Direct labor	200,000
Fixed manufacturing overhead	250,000
Variable manufacturing overhead	120,000
Fixed selling and administrative expenses	300,000
Variable selling and administrative expenses	45,000

The company met its original planned production target of 100,000 units. There were no variances during the period, and the firm's selling price is Rs 15 per unit.

Required:
    a) What is the cost of Waseem's end-of-period finished-goods inventory under the variable-costing method?
    b) Calculate the company's variable-costing net income.
    c) Calculate the company's absorption-costing net income.

END OF EXAM PAPER

AFFILIATED COLLEGE

BS - VII

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
CONSUMER BEHAVIOR; BA (H)–601
BS – VII

Date: June 17, 2014   Max Time: 3 Hrs
                                                       Max Marks: 60

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.   How are market segmentation, targeting & positioning interrelated? Illustrate how these concepts can be used to develop a marketing strategy for a fast moving consumer goods?

Q2.   Briefly explain the multi-attribute attitude models & discuss their practical uses in consumer behavior.

Q3. a) Using the VALS 2^{TM} Categories of life style, choose a product & two different segments & describe how the positioning & communication strategies would differ for the two segments?
   b) Briefly explain the different dimension of consumer involvement.

Q4. a) Discuss why cultural diversity may have impacts on consumer behavior in general?
   b) Where do consumers get their values from?

Q5.   How important it is for marketers to recognize consumer needs & discuss how companies can activate need recognition?

Q6.   What do you mean about "forming the consideration set" explain in view of pre-purchase evaluation process?

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
MANAGEMENT INFORMATION SYSTEM; BA (H)–611
BS – VII

Date: June 19, 2014   **Max Time: 3 Hrs**
                                                          Max Marks: 60

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: 01   Explain how does an Information System changes the Organizational behavior in business context

Q No: 02   Describe the roles of System Analyst, Business Analyst and End-User during different stages of business system analysis, designing and implementation

Q No: 03   Let's suppose you have been appointed as MIS Consultant in an Organization, what is your strategy to implement Management Information System (MIS)? Enlist the major Issues and challenges that could be encountered during MIS implementation

Q No: 04   Write down the reasons why Database in an essential part of automation? Also mention major functionality of data base management system for business support

Q No: 05   (a) State the major components involved in the Information System.
            (b) Discuss, how does Business Intelligence imbed into expert system?

Q No: 06   Briefly describe the distinguishing functionalities of the following Information Systems with relevant examples:
            (a) Automation System
            (b) Management System
            (c) Strategic System
            (d) Transaction Processing System

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
BUSINESS ETHICS; BA (H)–621
BS – VII

Date: June 21, 2014   **Max Time: 3 Hrs**
                                                           Max Marks: 60

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   What is meant by Corporate Social responsibility? Why corporate stake holders are concerned in the implementation of CSR activities in the organization?

Q2   Explain the following levels of the Business ethics.
        i) Individual   ii) Association   iii) Societal   iv) Global

Q3   Explain the following dimensions of social responsibility:
        i) Economic   ii) Legal   iii) Ethical   iv) Philanthropic

Q4   Explain the Kohl Berg's stages of cognitive moral development in detail?

Q5   What is the role of opportunity and cost in business ethics?

Q6 a)   Define what is ethical conflict and its foundation?
   b)   Explain the classification of ethical issues?

Q7   Describe the following terms:
        i) Organization Culture   ii) Norms and policies
        iii) Ethical dilemma   iv) Leadership

END OF EXAM PAPER

AFFILIATED COLLEGE

BS – VIII

FINAL EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
STRATEGIC MANAGEMENT; BA (H)–602
BS – VIII

Date: June 16, 2014   **Max Time: 3 Hrs**
                                                        Max Marks: 60

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

Q.1.   Define a Strategy. Why are Strategic Decisions important for a corporation? Discuss in the light of Roles and Tasks of Strategy Managers.

Q.2.   What defensive strategies can an organization adopt? In what situations are these strategies pursued?

Q.3.   Develop a mission statement for company selling automobiles. What are the most important concepts to be incorporated in this mission statement?

Q.4.   Define a Functional Strategy. What are the three basic functions that all organizations should perform while providing goods and services? Also explain the role of Research & Development (R & D) in an organization.

Q.5.   What is the framework of strategy evaluation? Elaborate as to how this evaluation will be carried out.

Q.6.   Why should Organizations integrate their Strategy Formulation and Strategy implementation? What effect will it create on Corporate Culture?

Q.7.   Write short notes on:
   i)   GAP Analysis
   ii)   Corporate Strategies
   iii) Operating Strategies

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTERNATIONAL BUSINESS; BA (H)–612
BS – VIII

Date: June 18, 2014   Max Time: 3 Hrs
                                                             Max Marks: 60

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

Q1   Considerable progress has been made toward a European Monetary Union (EMU). A European central bank has been established seeking to influence member nations toward convergence of their economic and monetary policies. A new common currency, the euro has been launched.
    a) What are the potential benefits of a monetary union?
    b) What are the potential costs?

Q2   Country A and Country B are each on a full gold standard with fixed exchange rates. Country A runs an export surplus, whereas Country B runs an export balance deficit. Describe the adjustment process that will restore balance to the flow of trends between the two countries.

Q3   If a country has a current account surplus, is it likely to be a lender a borrower vis-à-vis the rest of the world?

Q4   What types of hedging and speculative instruments have been developed with respect to foreign currency risk? Why so many different types of instruments have been developed?

Q5   What are the major factors that international borrowers must consider, when they borrow in foreign bond market instead of a domestic market?

Q6   Write short notes on **<u>any 2</u>** of the following:
    a) Effects of international debt crisis
    b) Evaluation of country risk
    c) International Monetary Fund (IMF)

END OF EXAM PAPER

AFFILIATED COLLEGES

B S

JUNE 2014

FINAL EXAMS

PAPER