

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**BUSINESS ENGLISH-I; BA (H)-301**  
**BS - I**

Date: December 20, 2017

Max Time: 2 Hrs

Max Marks: 60

**INSTRUCTIONS:**

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

Q1- Identify and correct the mistakes in the following sentences. [12]

- a) If a district have no policeman , there will be chaos.
- b) Tell your brother she need not return my backpack until next week.
- c) my uncle very excited.
- d) If there is an atomic war ,our future are hopeless.
- e) Every one want to live in peace , and nobody like war.
- f) The people who lives near me are cobblers.

Q2- Fill in the blanks with appropriate prepositions. [10]

Winter rains \_\_\_ different parts \_\_\_ the country next week are likely \_\_\_ extend the cold spell across the nation, the Met Office has predicted.

\_\_\_ the other hand, the weather in Karachi \_\_\_\_\_expected \_\_\_ remain cold and dry. According \_\_\_ officials, the mean temperature in the city was recorded \_\_\_\_\_ 27 degrees Celsius, humidity levels topped at 26 per cent and coastal winds blowing \_\_\_ around 18 km/hr were expected \_\_\_ decrease temperatures further.

Karachi is going to be engulfed in an extremely cold spell within two days, the forecast says.

Q3- Change the following sentences from direct to indirect speech. [10]

- a) ` I have been waiting since 3 days ` he complained
- b) The doctor said to the patient , `come in, please`
- c) `Don't try this at home ` , the stunt man told the audience.
- d) He said , ` I have passed the physical test.`
- e) The poor lady exclaimed , ` will none of you help me?`

- Q4- Complete the sentences with coordination and subordination. **[10]**
- a) The doorbell rang, my dog barked loudly.
  - b) Sajid is the receptionist. He came over for lunch last week.
  - c) I had to hand the project over to Sameer. you did not respond to any of my e-mails
  - d) Abdullah had prepared and practiced for the presentation thoroughly. The projector died and the presentation was not successful.
  - e) The main office has cut our printing and copying budget. We will need to rely more heavily on e-mail, skype, and instant messaging.
- Q5- Fill in the blank spaces with the correct form of the personal pronoun in brackets. **[08]**
- a) The indoor games \_\_\_\_ have are not \_\_\_\_ (we)
  - b) \_\_\_\_ is the yellow sports car.(they)
  - c) \_\_\_\_ sister is heavier than \_\_\_\_\_. (I)
  - d) \_\_\_\_ was a vey fine speech. (she)
  - e) \_\_\_\_ stay is too short to allow \_\_\_\_\_ time to rest. (they)
- Q6- Punctuate the following sentences. **[10]**
- a) When I was a child I could go out playing whenever I wanted to.
  - b) it is a fine idea let us hope that it is going to work.
  - c) Mrs. Siddique who was sitting behind the rock gave me a big smile.
  - d) They were believe it or not in love with each other.
  - e) Saleem Have you met our new director.
  - f) Muhammad in the Suzuki was cornering superbly
  - g) looking straight at her he said I can't help you
  - h) He is not really nice looking and yet he has enormous charm.
  - i) I don't like this one bit said Jasmeen
  - j) If you are ever in London, come and see me

**END OF EXAM PAPER**

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
MICROECONOMICS; BA (H)–311  
BS – I**

**Date: December 22, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

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

Q2: With the help of diagram explain how the relationship between the shape of indifference curve and marginal rate of substitution develop?

Q3: Explain how the budget constraint might change if income and prices of all goods increased in same proportion?

Q4: Why marginal revenue (MR) is equal to price in a perfectly competitive market?

Q5: Why do monopolies arise? Give few examples of underlying structure that can generate monopoly in a market.

Q6: Can it ever be sensible for a firm to operate when price is below average total cost?

Q7: What factors can influence the supply of labor?

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**BASIC MATHEMATICS; BA (H)-321**  
**BS - I**

Date: December 26, 2017

Max Time: 3 Hrs  
Max Marks: 60

**INSTRUCTIONS:**

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

**Q1:** Do the following: [12]

- a) Evaluate:  $\frac{3^{-3}}{4^{-2}}$
- b) Multiply  $(-4x - 6)(2x^2 - 5x - 6)$
- c) Solve the inequality:  $3 - 3x \geq 19 - x$
- d) Write in lowest terms:  $\frac{6x^2 + 8x - 8}{6x^2 - 28x + 16}$

**Q2: Automobile Leasing** A car-leasing agency purchases new cars each year for use in the agency. The cars cost \$15,000 new. They are used for 3 years, after which they are sold for \$3,600. The owner of the agency estimates that the variable costs of operating the cars, exclusive of gasoline, are \$0.16 per mile. Cars are leased at a flat rate of \$0.33 per mile (gasoline not included). [12]

- (a) What is the break-even mileage for the 3-year period?
- (b) What are total revenue, total cost, and total profit for the 3-year period if a car is leased for 50,000 miles?
- (c) What price per mile must be charged in order to break even if a car is leased for 50,000 mile over a period of 3 years?
- (d) What price per mile must be charged in order to earn a profit of \$5,000 per car over its 3-year lifetime if it is leased for a total of 50,000 miles?

**Q3:** A firm produces three products which sell, respectively, for \$25, \$35, and \$ 50. Labor requirements for each product are, respectively, 3.0, 4.0, and 3.5 hours per unit. Assume labor costs are \$5 per hour and annual fixed costs are \$75,000. [12]

- (a) Construct a joint total revenue function for the sale of the three products.
- (b) Determine an annual total cost function for production of the three products.
- (c) Determine the profit function for the three products. Is there anything usual about this function?
- (d) What is annual profit if 20,000, 10,000, and 30,000 units are sold, respectively, of three products?

**Q4:** Determine the slope-intercept form of the linear equation which passes through  $(-2, 8)$  and is parallel to  $-4x + 8y = 20$ . [05]

**Q5: HMO Popularity** A health maintenance organization (HMO) provides health care to individuals and families on a prepaid basis. Typically, the subscriber pays an insurance premium for which most health care services are provided. These organizations typically emphasize preventive health care, and subscribers usually do not pay for office visits. A survey indicates that this type of insurance plan is being selected by more individuals. In 1980 there were 24 million individuals covered by these types of plans. In 1985 the number was 28.4 million. If the growth is assumed to be occurring at a linear rate: [05]

- (a) Determine the estimating function  $n = f(t)$ , where  $n$  equals the number of individuals covered by HMO plans and  $t$  equals time measured in years ( $t = 0$  for 1980).
- (b) What is the number of individuals covered by HMOs expected to be in the year 2000?

**Q6:** Reena took a loan of 1200 with simple interest for as many years as the rate of interest. If she paid 432 as interest at the end of the loan period, what was the rate of interest? [04]

**Q7:** If  $2\begin{bmatrix} 3 & 4 \\ 5 & x \end{bmatrix} + \begin{bmatrix} 1 & y \\ 0 & 1 \end{bmatrix} = \begin{bmatrix} 7 & 0 \\ 10 & 5 \end{bmatrix}$ , find the values of  $x$  and  $y$ . [10]

**END OF EXAM PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**PRINCIPLES OF ACCOUNTING; BA (H)-331**  
**BS – I**

Date: January 1, 2018

Max Time: 100 Mins  
Max Marks: 40**INSTRUCTIONS:**

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

Q.1) The end of the period account balances after adjustments of Zahid Enterprises are as follows:

**Account Balances (After Adjustments)**

Cash	\$	9,000
Cleaning Supplies		3,500
Prepaid Rent		3,600
Equipment		128,000
Accumulated Depreciation-Equipment		20,000
Accounts Payable		8,500
Retained Earnings		6,400
Zahid's Capital		100,000
Drawings		8,000
Dry Cleaning Revenues		25,000
Laundry Revenues		4,000
Cleaning Supplies Expense		5,000
Depreciation Expense		3,000
Rent Expense		900
Salaries Expense		2,400
Utilities Expense		500

**Required:**

Prepare the end of the period closing entries for Dryer Cleaners and Laundry. You may omit journal entry explanations.

Q.2) Prepare the necessary general journal entries for the month of October for Stringer Company for each situation given below.

- Oct. 5 Paid operating expenses as follows: \$4,000 Salaries Expense, \$2,000 Rent Expense, \$500 Utilities Expense.
- Oct. 8 Purchased merchandise for \$25,000 on account. Credit terms: 2/10, n/30.
- Oct. 12 Borrowed \$25,000 from Sun Bank signing an 8%, 6-month note.
- Oct. 15 Returned defective merchandise with a cost of \$3,500 and paid balance due for merchandise purchased on October 8. The company takes all discounts to which it is entitled.
- Oct. 20 Sold merchandise for \$20,000 to Adder Company on account. The cost of the merchandise sold was \$12,000. Credit terms: 2/10, n/30.
- Oct. 22 Purchased a 2-year insurance policy for \$4,400 cash.
- Oct. 25 Issued Credit Memo No. 3811 to Adder Company for \$2,000 for merchandise returned by Adder from the sale on October 20. The cost of the merchandise returned was \$1,025.
- Oct. 29 Purchased office equipment for \$15,000 paying \$4,000 in cash and signing a 3-month, 11% note for the remainder.

- Q.3)** On 1st January 2012, Norton paid \$92,000 for furniture and equipment for his office. He depreciated these assets using the straight-line method. He estimated that, at the end of the 8th year, their scrap value would be \$14,000.

On 1st July 2012, he purchased a motor van costing \$150,000 for his business. He depreciated the van at the rate of 40% per annum using the reducing balance method.

He retained the various asset accounts at cost and dealt with depreciation using a provision for depreciation account for each asset. His financial year ends on 31st December. Any asset purchased in the first six months of a year has a whole year's depreciation written off. Any asset purchased in the second half of the year has only a half-year's depreciation charged to profit and loss account.

**Required:**

Prepare for the years ended 31st December 2012, 2013 and 2014:

- 1) Furniture and equipment account
- 2) Provision for depreciation of furniture and equipment account
- 3) Motor van account
- 4) Provision for depreciation of motor van account

- Q.4)** Enter the following transaction in the CASH BOOK of Mirza Co. with Cash, Bank and Discount columns and find out the ending balances of cash in hand and cash at bank on September.

- Sep. 01: Mirza Co. started business on September 1, 2017 and invested cash Rs. 25, 000 in the business. He opened a bank account in M.C.B by depositing cash Rs. 20, 000.
- Sep 02: Paid wages in cash Rs. 100.
- Sep. 04: Cash sales Rs. 1, 000.
- Sep. 06: Received cash from Imran Rs. 800 and a cheque Rs. 1, 200 discount allowed in Imran Rs. 100.
- Sep. 08: Deposited cash into the bank Rs. 1, 100.
- Sep. 11: Deposit into bank cheque received from Imran.
- Sep. 14: Bought equipment from Akhlaq Store, Bahadurabad of Rs. 2, 000. Issued a cheque for the amount in the favor of supplier.
- Sep. 19: Issued a cheque to Nabeel & Co. Rs. 760 and discount allowed by him Rs. 40.
- Sep. 20: Paid Rs. 300 for office stationary.
- Sep. 23: Cash sales Rs. 750.
- Sep. 26: Withdrew from Bank cash for office use Rs. 1, 000.
- Sep. 27: Received a cheque from Fahad Rs. 1, 400 also allowed discount of Rs. 50. The cheque was immediately deposited into Bank.
- Sep. 30: Issued a cheque to Kashan Rs. 800 discount allowed Rs. 50.

**Required:**

- 1) Record the above transaction in the CASH BOOK.
- 2) Balance the CASH BOOK on Sep. 31, 2017.

- Q.5)** Using the following (scrambled) accounts prepare a balance sheet for Bhatti – a sole proprietor, for the year ending December 31, 2017

Accounts payable	39,000
Accrued expenses	8,000
Accumulated depreciation	51,000
Bhatti's Capital	269,000
Allowance for doubtful accounts	2,000
Cash	23,000
Current portion of L.T. Debt	6,000
Gross accounts receivable	40,000
Gross fixed assets	486,000
Inventories	54,000
Long term debt	210,000
Net accounts receivable	38,000
Net fixed assets	435,000
Short-term bank loan (notes payable)	18,000

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
INTRODUCTION TO BUSINESS; BA (H)-341  
BS – I**

**Date: December 18, 2017**

**Max Time: 100 Mins**

**Max Marks: 45**

**INSTRUCTIONS:**

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

Q1 Discuss and contrast the Herzberg two factor theory and Maslow theories?

Q2 Discuss and elaborate the Marketing mix (4 P's) of Khaadi clothing line.

Q3 What is barter system? How does the need for money arise and discuss the characteristics of money?

Q4 Explain the different types of Partnership.

Q5 What are the advantages and disadvantages of recruiting candidates from internal sources?

Q6 Explain any five of the following terms:

1. Business environment
2. Financial statements
3. Organization
4. Job analysis
5. Market Segment
6. Central bank

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**MACROECONOMICS; BA (H)-302**  
**BBA – II**

**Date: December 30, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

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

- Q2 Explain the difference between expansionary and contractionary fiscal policy. When would the government use expansionary and contractionary fiscal policy?
- Q3 How are monetary tools used to control unemployment and inflation?
- Q4 Explain with example the difference between economic development and economic growth.
- Q5 a) Why are the imports subtracted when GDP is calculated in expenditure approach?  
b) What is GDP deflator and how does it differ from the consumer price index?
- Q6 a) Why is the aggregate demand curve slopes downward?  
b) Why is the AS curve upward sloping in the short-run & vertical in long run?
- Q7 Suppose that the economy is characterized by the following structural equations:  
$$C = 160 + 0.6 (Y-T)$$
$$I = 150; G = 150; T = 100.$$
Where C is Consumption: I is Investment: G is Government Expenditure: and T is Tax
- a) Determine the equilibrium output level.
  - b) If G rises to 200, what is the how equilibrium level of output? What is the value of the govt. expenditure multiplier?
  - c) If tax falls to 50, by how much will equilibrium output rise? What is the value of tax multiplier?

**END OF SUBJECTIVE PAPER**



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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**BUSINESS ENGLISH- II; BA (H)-312**  
**BBA – II**

**Date: January 2, 2018**

**Max Time: 3 Hrs**

**Max Marks: 60**

**INSTRUCTIONS:**

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

**Q.1- Write a paragraph considering the following statement. (15)**

'Social movements related to aspects of preserving the natural environment are very important for the survival of our future generation'.

**Q.2- Write an essay on one of the following topics. (15)**

- a) There is an increasing percentage of people living in urban areas as opposed to rural ones, mainly as a result of migration
- b) If you wish to make money and be successful your ethics and morals are always in jeopardy. Argue.

**Q.3- Identify the topic sentence in the following paragraph, also state its main idea.(15)**

Internet has emerged as the most appealing way for shopping after the first online shopping store was initiated in 1990s. The fastest and convenient online shopping with the rapidly growing power of computing has empowered the customers in different ways. Similarly, the effects of online shopping adventures have increased the opportunities for clothing industry to use new modern tool to increase the sale and make the most of the technology; with the growing online shopping of clothing, rapid changes has been observed in the industry. These changes are involved increased demand and sale of clothing. In addition, different factors and trends of online shopping are serving as the main cause of these changes. These trends and factors are affecting the traditional tools of marketing and advertising in the industry; moreover, online shopping has provided the customers with enhanced opportunity to shop their most preferred clothes and this trend has increased the competitive advantage in the industry. Due to number of advantages of arisen technology, clothing industry has observed many changes; different trends of selling and advertising are possible because of online facility of selling product.

**Q.4- Summarize the following passage. (15)**

Recently we and other researchers have begun a systematic study of happiness. During the past two decades, dozens of investigators throughout the world have asked several hundred thousand Representative sampled people to reflect on their happiness and satisfaction with life or what psychologists call "subjective well-being". In the US the National Opinion Research Center at the University of Chicago has surveyed a representative sample of roughly 1,500 people a year since 1957; the Institute for Social Research at the University of Michigan has carried out similar studies on a less regular basis, as has the Gallup Organization. Government-funded efforts have also probed the moods of European countries.

We have uncovered some surprising findings. People are happier than one might expect, and happiness does not appear to depend significantly on external circumstances. Although viewing life as a tragedy has a long and honorable history, the responses of random samples of people around the world about their happiness paints a much rosier picture. In the University of Chicago surveys, three in 10 Americans say they are very happy, for example. Only one in 10 chooses the most negative description "not too happy". The majority describe themselves as "pretty happy"

How can social scientists measure something as hard to pin down as happiness? Most researchers simply ask people to report their feelings of happiness or unhappiness and to assess how satisfying their lives are. Such self-reported well-being is moderately consistent over years of retesting. Furthermore, those who say they are happy and satisfied seem happy to their close friends and family members and to a psychologist-interviewer. Their daily mood ratings reveal more positive emotions, and they smile more than those who call themselves unhappy. Self-reported happiness also predicts other indicators of well-being. Compared with the depressed, happy people are less self-focused, less hostile and abusive, and less susceptible to disease.

**END OF EXAM PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**BUSINESS MATHEMATICS – II; BA (H)–322**  
**BBA – II**

Date: December 19, 2017

Max Time: 2.5 Hrs  
 Max Marks: 60

**INSTRUCTIONS:**

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

**Question # 01:****10 Marks**

For the following LP problem, graph the region of feasible solutions (if one exists) and solve by the corner-point method.

$$\begin{aligned} \text{Maximize} \quad & z = 4x_1 + 8x_2 \\ \text{subject to} \quad & x_1 + x_2 \leq 20 \\ & 2x_1 + x_2 \leq 32 \\ & x_1, x_2 \geq 0 \end{aligned}$$

**Question # 02:****10 Marks**

Origin	Destination			Supply
	1	2	3	
1	8	6	10	125
2	4	9	8	150
3	7	6	5	95
Demand	110	85	175	

**Given the data for a transportation problem.**

- a. Use the northwest corner method to determine an initial solution
- b. Proceed on to solve for the optimal solution using the stepping stone algorithm.

**Question # 03:****06 Marks**Determine  $f'(x)$  of the following:

- i.  $f(x) = (6x - 2)\sqrt{x^2 - 5x + 3}$
- ii.  $f(x) = \frac{x}{(1-x^2)}$

**Question # 04:****12 Marks**

A ball is dropped from the roof of a building which is 256 feet high. The height of the ball is described by the function.

$$h = f(t) = -16t^2 + 256$$

where  $h$  equals the height in feet and  $t$  equals time measured in seconds from when the ball was dropped.

- What is the average velocity during the time interval  $1 \leq t \leq 2$ ?
- What is the instantaneous velocity at  $t = 3$ ?
- What is the velocity of the ball at the instant it hits the ground?

**Question # 05:****05 Marks**

Find the indefinite integral (if possible)

- $\int \frac{2ax+b}{ax^2+bx} dx$

**Question # 06:****05 Marks**

Find the definite integral

- $\int_2^4 (x + 8)dx - \int_4^2 (2x - 6)dx$

**Question # 07:****12 Marks**

The total cost of producing  $q$  units of a certain product is described by the function

$$C = 350,000 + 7,500q + 0.25q^2$$

where  $C$  is the total cost stated in dollars

- Determine how many units  $q$  should be produced in order to minimize the average cost per unit.
- What is the minimum average cost per unit?
- What is the total cost of production at this level of output?

**END OF EXAM PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
HUMAN BEHAVIOR; BA (H)-411  
BBA – III**

**Date: December 20, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 Define motivation & briefly explain the different approaches to understanding motivation.

Q2 Briefly explain the human attentional processes.

Q3 Define personality and what are the different theories of personality. Discuss.

Q4 How attitude is formed? Briefly explain the functions of attitudes.

Q5 Write short notes on the following:

- 1- Stress
- 2- Prejudice
- 3- Stereotyping

**END OF SUBJECTIVE PAPER**

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
LOGIC; BA (H)-421 / BA(BS)-401  
BBA – III**

**Date: December 22, 2017**

**Max Time: 90 Mins**

**Max Marks: 30**

**INSTRUCTIONS:**

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

Q1 Write an introductory note on logic and its branches: induction and deduction. **[05]**

Q2 What are the basic functions of Language? How emotive Language is used? **[05]**

Q3 Discuss the concepts of Immediate Inferences, Conversion, Obversion, Contraposition and Inversion. **[08]**

Q4 What is definition? List all types of definition, explain any 3 of them. **[06]**

Q5 Define the following: **[06]**  
1. Argument  
2. Critical Thinking  
3. Red Herring

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
MONEY & BANKING; BA (H)-431  
BBA – III**

**Date: December 18, 2017**

**Max Time: 100 Mins**

**Max Marks: 45**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 What is barter system? How does the need for money arise and discuss the characteristics of money?
- Q2 Define money supply and its five different types of money supply definitions?
- Q3 Explain what might happen in the economy if there were no financial institutions.
- Q4 Explain the difference between money markets and capital markets. What types of financial instruments are traded on each? Which market is considered more volatile?
- Q5 Explain about the Central Bank of Pakistan. Explain the functions and any two reforms with reference to Central Bank of Pakistan
- Q6 Explain the meaning of Non-Banking Financial Intermediaries (NBFIs). What are the functions of:
1. Insurance companies
  2. Mutual Fund Companies

**END OF SUBJECTIVE PAPER**

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

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**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**BUSINESS STATISTICS; BA (H)-451**  
**BBA – III**

**Date: December 26, 2017**

**Max Time: 90 Mins**

**Max Marks: 30**

**INSTRUCTIONS:**

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

- Q1 a) What are the four basic activities of statistics?  
b) Differentiate between "STATISTIC" and "STATISTICS".  
c) Following frequency distribution shows the score of scouts on a test.

Score	0—14	15—29	30—44	45—64	65—84	85—99
frequency	2	8	10	17	19	12

Answer the following:

- i. If 45 is the pass marks what % of the people are failed
- ii. If 85 and above is distinction, what % of people having distinction
- iii. At what score 50% of the people fall below
- iv. At what score 25% of score fall above it.

- Q2 a) Find the probability of obtaining two heads when three coins are tossed simultaneously.  
b) Calculate  $E(X)$  and  $V(X)$

X	-1	0	1	2
P(X)	0.2	0.4	0.3	0.1

- c) In how many ways 4 people lined up to get on a bus (Write all steps?)
  - d) How many if two people insist to follow each other (write full explanation)
- Q3 a) The moisture content M in a mud was measured at depth D meters. The regression equation was obtained  $M = -2.2D + 83.85$
- i. Identify regression coefficient and constant
  - ii. Interpret the regression coefficient and constant.
- b) Calculate coefficient of correlation for the data

X	0	5	10	15	20	25	30
Y	85	82	56	42	30	21	21

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
PRINCIPLES OF MANAGEMENT; BA (H) – 461  
BBA – III**

**Date: December 29, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 Briefly explain the steps involved in planning.

Q2 What is management environment and briefly explain the role of external environment for managing businesses.

Q3 Define controlling & briefly explain the controlling process in detail.

Q4 What is management decision making? Write down the major types of management decision making & evaluating the importance of decision making.

Q5 Write short notes on any two of the following:

1. Scientific Management
2. Departmentalization
3. Recruitment & Selection
4. Organizational Structures

**END OF SUBJECTIVE PAPER**



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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**INTRODUCTION TO BUSINESS FINANCE; BA (H)-412**  
**BBA – IV**

**Date: December 28, 2017**

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

**INSTRUCTIONS:**

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

Q1 The Company has a target capital structure of 40% debt and 60% common equity, with no preferred stock. Its before tax cost of debt is 12% and its marginal tax rate is 40%. The current stock price is Rs.22.50. The last dividend was Rs.2.00 and it is expected to grow at 7% constant rate. What is its cost of common equity and its WACC?

Q2 a) Primrose corporation has Rs.15 million of sales, Rs.2 million of inventories, Rs.3 million of receivables and Rs.1 million of payables. Its cost of goods sold is 80% of sales and it finances working capital with bank loan at interest rate of 8%. What is the cash conversion cycle?

b) From the given information, calculate the value of sales. Current ratio 2, Quick ratio 1.4, Current liabilities Rs.100, 000, Inventory turnover 6x and Gross profit margin 0.2

Q3 Find the Expected return, standard deviation and coefficient of variation from the following data.

Probability	20%	30%	30%	20%
Rate of return	-24%	0%	5%	25%

Q.4 The Company is considering purchase of machinery and its after-tax cash flows are given below:

Year	0	1	2	3	4
Cash flows	\$ (15,800)	6000	5000	4000	2000

**Required:**

- If the cost of capital is 10% what is the payback period, discounted payback period, NPV, IRR and MIRR.

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**ORGANIZATIONAL BEHAVIOR; BA (H)-442 (PART B)**  
**BBA – IV**

**Date: December 30, 2017**

**Max. Time: 100 Mins**

**Max. Marks: 40**

**INSTRUCTIONS:**

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

Q1 What is Hawthorne studies briefly explain the technical framework of organizational behavior?

Q2 Define Conflict Management and explain the types of organizational conflict.

Q3 Differentiate between sensation & perception and briefly explain the concept of perceptual selectivity.

Q4 Briefly explain the characteristics and functions of attitude.

Q5 write short notes on **any two** of the following:

- i- Big Five Personality Traits
- ii- Job Specification
- iii- Types of Motive

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
BUSINESS & LABOR LAW; BA (H)–452  
BS – IV**

**Date: January 2, 2018**

**Max. Time: 110 Mins**

**Max. Marks: 40**

**INSTRUCTIONS:**

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

Q1. Elaborate power and functions of Factory Inspector and define the Health & Safety provisions of Factories Act 2015.

Q2. What is partnership? Define the liabilities of incoming and outgoing partners?

Q3. Define sale and agreement to sell, what does mean unpaid seller elaborate his rights according to sales of goods act 1930?

Q4. Define Contract, and formation of contract, elaborate those contract which need not to perform.

Q5. Define Contract of Indemnity, named the parties of Guarantee and there liabilities in detail.

Q6. Define Trade Union, write the proses of registration of trade union, and as well elaborate the powers and functions of Registrar?

Q7. Define the following legal terms:

(i) Caveat Emptor

(ii) Pledge

(iii) Part delivery

(iv) Adolescence

(v) Worker

(vi) Express Contract

(vii) Award

(viii) Lien

(ix) Indemnity

(x) Breach of Contract

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
PRINCIPLES OF MARKETING; BA (H)–462  
BBA – IV**

**Date: December 19, 2017**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt any 4 questions. Write only relevant and brief answers.**
- 2. Do not write anything on the question paper.**
- 3. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

- Q1 Briefly explain the core marketing concept for understanding customer & market place?
- Q2 Define Marketing Environment & how macro environment influences firm marketing programs.
- Q3 How targeting, segmenting & positioning strategies are inter-related?
- Q4 What are the general approaches to understanding pricing strategies?
- Q5 Briefly explain the characteristics of services marketing.

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES**  
**COST ACCOUNTING; BA (H)-511**  
**BBA – V**

Revised Date: January 17, 2018

**Max Time: 100 Mins**  
**Max Marks: 40**

**INSTRUCTIONS:**

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

**Q1** During August, Radio Company's purchases of direct materials totaled \$139,000; direct labor for the month was 3,400 hours at \$8.75 per hour. Radio also incurred the following overhead costs: utilities, \$5,870; supervision, \$16,600; indirect materials, \$6,750; depreciation, \$6,200; insurance, \$1,830; and miscellaneous, \$1,100. Beginning inventory accounts were as follows: Materials Inventory, \$48,600; Work in Process Inventory, \$54,250; and Finished Goods Inventory, \$38,500. Ending inventory accounts were as follows: Materials Inventory, \$50,100; Work in Process Inventory, \$48,400; and Finished Goods Inventory, \$37,450.

**Required:** Prepare a statement of cost of goods manufactured.

**Q2** The following Job Order cost detail pertains to the three jobs that were in process at Dandy Machine Company during January:

	<b>Job 06</b>	<b>Job 07</b>	<b>Job 08</b>
Cost Charged in prior period	\$36,000	\$ 18,000	-----
Costs added in January:			
Direct Materials	44,000	34,000	32,000
Direct Labor	40,000	48,000	42,000
Factory Overhead (60% of direct labor)	24,000	28,800	25,200

**Required:** Prepare the appropriate journal entries in General Journal to record each of the following transactions:

1. Direct materials were issued from the materials storeroom to work in process.
2. The payroll was distributed to work in process.
3. Factory overhead was applied to production for the period.
4. Jobs 06 and 07 were completed and transferred to the finished goods storeroom.

**Q3** Lenz Company uses process costing. The costs for Department 2 for April were:

Cost from Department 1	\$ 99,000
Labor cost in Department 2	\$ 27,520
Applied FOH	\$ 15,480

All materials were put into process in Department 1. The following information for department 2 was obtained from Company's quantity schedule:

Transferred in 55,000 units, transferred out 39,500 units, WIP ending (1/3 Conversion cost) 10,500 units.

**Required:** Prepare a cost of production report for Department 2.

- Q4** Estimated cost and operating data for the forthcoming period for three companies are given below:

	<b>Company A</b>	<b>Company B</b>	<b>Company C</b>
Direct labor hours	12,000	15,000	20,000
Manufacturing overhead	\$90,000	\$120,000	\$150,000
Machine hours	20,000	20,000	25,000
Direct labor cost	\$60,000	\$ 75,000	\$100,000
Predetermined overhead rates are based on	Direct Labor hours	Direct Labor cost	Machine hours

**Required:**

1. Compute the predetermined overhead rate to be used in the forthcoming period for each company.
  2. Assume for Company B that \$80,000 of direct labor cost actually is incurred. How much overhead will be applied to work in process?
  3. Assume for Company C that 30,000 machine hours are actually worked during the forthcoming period. How much overhead will be applied to work in process? If actual overhead costs total \$175,000 will overhead be over-or under-applied? By how much?
- Q5** The Hi-Tech Company has a normal monthly capacity of 10,000 labor hours with a standard production of 8,000 units at this capacity. Standard costs are: Materials 2kg @ \$ 0.50, Labor \$ 9 per hour. FOH at normal capacity: Fixed expense \$5000, Variable expense \$1.50 per labor hour. During May, actual FOH totaled \$ 17,550 and 9000 labor hours cost \$ 76,500. During the month, 7000 units were produced using 14,400 kg of materials at a cost of \$ 0.51 per kg.

**Required:** Calculate Materials price variance, materials quantity variance, Labor rate variance, labor efficiency variance and FOH variances (i.e. spending variance, idle capacity variance and efficiency variance).

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
ENVIRONMENTAL STUDIES; BA (H)-521 (PART B)  
BBA – V**

**Date: January 3, 2018**

**Max Time: 90 Mins**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt any 5 questions with relevant points. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

**Q1** What is the idea of sustainable development, give your idea in context with climate change

**Q2** Give suggestions for improvement of environment in our city.

**Q3** Give 3 examples of air pollution and their sources.

**Q4** Write down the main threats to biodiversity?

**Q5** Green business is an emerging field which covers environmental issues in economy, how can you help in protecting the environment by this?

**Q6** What are the principles of resource management and conservation? Why do we need it?

**Q7** Define any 4 of the following terms:

- a) Natural Resources
- b) Habitat
- c) Sustainable Development
- d) Ecosystem
- e) Environmental management
- f) Pollution

**END OF SUBJECTIVE PAPER**

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

Seat No: \_\_\_\_\_ Student's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION DECEMBER 2017; AFFILIATED COLLEGES  
COMMUNITY DEVELOPMENT; BA (H)-531 (PART B)  
BBA – V**

**Date: January 8, 2018**

**Max Time: 100 Mins**

**Max Marks: 40**

**INSTRUCTIONS:**

- 1. Attempt 40 marks questions. Do not write anything on the question paper. EXCEPT the initials mentioned above.**
- 2. Mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 a) How does sociology claim to be a science? Justify **[10]**  
b) How sociology is applied in social life? Explain with examples

Q2 a) What is difference between Functionalist Perspectives and Conflict perspectives? **[10]**  
b) Describe the concept of dialectic materialism by Karl Marx.

Q3 What are cultural values and norms, and how do they combine with sanctions to control people's behavior? **[10]**

Q4 In what ways can socialization be Functional and why is the family the most important agent of socialization? Discuss. **[10]**

Q5 What is Personality? Discuss its relationship with heredity and culture. **[10]**

Q6 a) What do you understand by Ethnology? Discuss with its importance. **[20]**  
b) How cultural factors hampering social change?  
c) What is community? Explain its types  
d) What important things do institutions do for society?

**END OF SUBJECTIVE PAPER**