College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
MICRO ECONOMICS; BA (H)–311
BBA – I

Date: December 23, 2016   **Max Time: 2 Hrs**
                                                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.**

Q2:   A student says "an increase in price causes a decrease in demand", I say that is wrong. Explain why?

Q3:   What does it mean to say that market equilibrium is stable?

Q4:   How do the prices and the income affect the shape of the budget line? What happens if the price of one good rises? What happens if income increases?

Q5:   Briefly discuss the practical significance of cross price elasticity of demand

Q6:   MRS will have an influence on the shape of an indifference curve. What influence?

Q7:   What does "perfect competition" mean? State a few of the underlying assumptions.

Q8:   Why do monopolies arise? Give a few examples of underlying structures that can generate a monopoly in a market.

Q9:   If the price falls from 6 to 4, the quantity demanded rises from 8000 to 12000. Calculate the price elasticity of demand by using midpoints. What happens to total revenue (Price*Quantity) due to the price change?

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
BASIC MATHEMATICS – I; BA (H)–321
BBA – I

Date: December 26, 2016   **Max Time: 2 Hrs**
                                                             Max Marks: 50

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   A business earn a profit of Rs.37,000 which has to divide among three friends such that ratio of second friend is 1/4 of the third friend and the ratio between the first and the third friend is 3 : 5. How much each friends get from the profit amount.

Q2   An auditorium has 20 seats on the first row, 24 seats on the second row, 28 seats on the third row, and so on and has 30 rows of seats. How many seats are in the theatre?

Q3   A factory is manufacturing an electronic item with fix cost of Rs.600,000 and variable cost Rs.150 per unit. If the selling price is Rs.240 per unit.
(a) Determine the Break-Even Quantity
(b) Number of units sold to earn Profit of Rs.90,000.

Q4   The average Cost function of a firm is given as:
$$C = 25000 - 180Q + 0.50Q^2$$
The operational manager is interested to find what level of output (Q) may be produce so that the firm will minimize its average cost.

Q5   Al-Karam and Gul-Ahmed are well known business competitors, if these two competitors are represented in terms of the equations:
$$x^2 + y^2 = 29$$
$$y - x = 3$$
Determine the point at which the two competitors may compete each other's.

Q6   Ahmed wish to deposit Rs.7000 each month in an investment account which earn interest @ 9% annual interest rate. Calculate the future value of an annuity for 5 years if the interest is computed on monthly basis.

Q7   A firm produces three products A, B and C. requiring the mix of three materials P, Q, and R. The requirement (per unit) of each product for each materials is as follows:

$$M = \begin{array}{c} A \\ B \\ C \end{array} \begin{array}{ccc} P & Q & R \\ \begin{pmatrix} 2 & 3 & 1 \\ 4 & 2 & 5 \\ 2 & 4 & 2 \end{pmatrix} \end{array}$$

Using matrix nutation find the total requirement of each material if the firm produce 100 quantity of each product A, B and C.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
PRINCIPLES OF ACCOUNTING; BA (H)–331
BBA – I

Date: December 31, 2016   **Max Time: 2 Hrs**
INSTRUCTIONS: **Max Marks: 60**
   1. **Attempt 4 questions, where Q5 is compulsory.**
   2. **Do not write anything on the question paper.**
   3. **Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1   In June 2001, Johnson organized a corporation to provide crop dusting services. The company called Johnson Crop Dusting. Transaction during the month of June were as follows

June 01	Johnson deposited $60,000 cash in the bank account in the name of the business.
June 02	Purchased a crop dusting aircraft from Utility Aircraft for $ 220,000. Made a $40,000 cash down payment and issued note payable for $180,000
June 04	Paid Woodrow airport $2,500 to rent office and hanger space for the month.
June 15	Billed Customers $8320 for crop dusting services rendered during the first half of June
June 15	Paid $ 5,880 salaries to employees for services rendered during the first half of June
June 18	Paid Hannigan's Hangar $1890 for maintenance and repair services.
June 25	Collected $4910 of the amounts billed to customers on June 15.
June 30	Billed customer $16450 for crop dusting services rendered during the second half of June.
June 30	Paid $6,000 salaries to employees for services rendered during the second half of June
June 30	Received a fuel bill from Henry's Feed and Fuel for $2510 of aircraft fuel purchased during June. This amount is due by July 10.
June 30	Johnson withdrew $ 2,000 cash from the business for personal use

Required: Prepare Journal entries and General Ledger Accounts.

Q2   Kent Cinema adjusts its accounts each month. Kent Cinema closes it accounts at the end of each quarter and has a fiscal year ending December 31. At July 31, the trial balance and other information were available for adjusting the accounts.

Cash	$20,000	
Prepaid Film Rental	31,200	
Land	80,000	
Building	168,000	
Accumulated Depreciation – Building		10,500
Projection Equipment	36,000	
Accumulated Depreciation – Projection Equip		3,000
Notes Payable		190,000
Account Payable		4,400
Li Trong Capital		103,400
Drawing	3,500	
Admission Revenue		36,900
Unearned admission Revenue		1,000
Salaries Expense	8,700	
Light and Power Expense	1,800	
	349,200	**349,200**

Other Data
1. Film rental expense for the month is $15,200.However the film rental expense for several months had been paid in advance.
2. The building is being depreciated over a period of 20 years
3. The projection equipment is being depreciated over a period of five years.
4. At July 31, accrued interest payable on note payable amounts to $ 1,650. No entry has yet been made to record interest expense for the month of July.

5. Kent Cinema receives a percentage of revenue earned by Tastie Corporation, the concessionaire operating the snack bar. For snack bar sale in July Tastie owes Kent Cinema $2,250 payable on August 10. No entry has yet been made to record this revenue.
6. Kent Cinema allow the local YMCA to bring children for a fixed fee of $ 500 per month. On May 28, the YMCA made $1500 advance payment covering June, July and August.
7. Salaries earned by employees by yet not paid $1,500. No entry has yet been made.
Required: Prepare a 10 column Worksheet.

Q3 a) Hill Company adjusts it account at the end of each month. Prepare the adjusting entries required at December 31 based on the following information.
1. A Bank loan had been obtained on December1. Accrued interest on the loan at December 31 amounts to $ 1050. No interest expense has yet been recorded.
2. Depreciation of office equipment is based on an estimated life of five years. The balance in the office equipment account is $24,000, no change has occurred in the account during the year.
3. Interest revenue earned on United States government bonds during December amounts to $750. This accrued interest revenue has not been recorded or received as of December 31.
4. On December 31, an agreement was signed to lease a truck for 12 months beginning January 1 at a rate of 35 cents a mile. Usage is expected to be 2,000 miles per month, and the contract specifies a minimum payment equivalent to 18,000 miles a year.
5. The company's policy is to pay all employees up to date each Friday. Since December 31 fell on Monday, there was a liability to employees at December 31 for one day's pay amounting to $2,800

b) United Distribution Company acquired a machine at a cost of $ 160,000 as on January 2010. The machine was depreciated under straight line method with the assumption of a five year life and no salvage value. After four year on January 2014 the machine was traded in with a new model machine priced at $ 200,000. The Trade in allowance was of $ 48,000.
Required: Show computation and record the exchange.

Q4 The credit manager of Olympic Sporting Goods has gathered the following information about the company accounts receivable and credit losses during the current year
Net Credit Sales $3,000,000
Account Receivable at year end   360,000
Uncollectible account receivable:
    Actually written off during the year   43,650
    Estimated portion of year end receivable
    expected to prove uncollectible   18,000
Required:
Prepare one journal entry summarizing the recognition of uncollectible accounts expense for the entire year under each of the following independent assumptions.
a. Uncollectible account expense is estimated at the amount equal to 1.5% of net credit sales.
b. The company uses the direct write off method of accounting of uncollectible accounts
c. Uncollectible accounts expense is recognized by adjusting the balance in the Allowance for Doubtful Accounts. The balance in the allowance account at the beginning of the current year was 15,000.

Q5 a) Define any 5 of the following:
a. Capital Expenditure
b. Depreciation
c. Current Assets
d. Balance Sheet
e. Accrued Expenses
f. Prepaid Expenses
g. Posting

b) Below are the account balances as of December 31, 19X8 of Mr. Peter owner of a movie theater

Account Payable	$11,400
Admission Income	34,200
Capital January 1,19X8	16,000
Cash	7,500
Drawing	5,400
Equipment	18,500
Film Rental Expense	6,000
Miscellaneous Expense	4,000
Notes Payable	1,000
Rent Expense	10,000
Salaries Expense	7,000
Supplies	4,200

Required: Prepare a) an income statement   b) a statement of owner's equity
    c) a balance sheet

END OF EXAM PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

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

Date: December 19, 2016   **Max Time: 100 Min**
                                                         Max Marks: 40

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

Q.1) Identify the qualities that must be possessed by the managers in the 21st century. Why are these qualities important in a competitive business environment?

Q.2) Define risk. Explain different types of risk associated with the businesses.

Q.3) What are the options available for the businesses if they want to obtain funds. Discuss different types of financial institutions from where these funds could be obtained.

Q.4) How do management settle its disputes with the union. Elaborate the steps in the grievance procedure.

Q.5) Enlighten the different factors that must be considered while deciding for location of a production facility.

Q.6) Businesses can be organized in various forms. Explain these different forms along with their pros and cons.

END OF SUBJECTIVE PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
ISLAMIC STUDIES; BA (H)–351
BBA – I

Date: December 29, 2016   **Max. Time: 3 Hrs**
                                               Max. Marks: 60

INSTRUCTIONS:
1. **Attempt all questions. Do not write anything on the Question paper.**
2. **Return question paper along with answer script, without question paper your answer script will not be assessed.**
3. **Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q.1:   Describe the importance of religion in human life?

سوال نمبر ۱:   انسانی زندگی میں مذہب کی اہمیت بیان کیجئے؟

Q.2:   Describe the common ethical values of revealed religions?

سوال نمبر ۲:   الہامی مذاہب کی تعریف اور انکی مشترک اخلاقی تعلیمات بیان کیجئے؟

Q.3:   Differentiate between Jihaad and terrorism and describe the importance of Jihaad in Islam?

سوال نمبر ۳:   جہاد اور دہشت گردی میں فرق بیان کرتے ہوئے اسلام میں جہاد کی اہمیت واضح کیجئے؟

Q.4:   Describe the basic human rights in the light of last sermon of Holy Prophet Hazrat Muhammad (s.a.w.w).

سوال نمبر ۴:   خطبہ حجۃ الوداع کی روشنی میں بنیادی انسانی حقوق کی وضاحت کیجئے؟

Q.5:   Elaborating the rights and duties of women in Islam, give a comparison of Islam and west?

سوال نمبر ۵:   اسلام میں خواتین کے حقوق و فرائض بیان کرتے ہوئے اسلام اور مغرب کا ایک تقابلی جائزہ پیش کیجئے؟

Q.6:   Describe the characteristics of Islamic State.

سوال نمبر ۶:   اسلامی ریاست کی خصوصیات بیان کیجئے۔

END OF EXAM PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
MACRO ECONOMICS; BA (H)–302
BBA – II

Date: December 30, 2016   Max Time: 2 Hrs
                                                                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.**

Q2:   The following is the information from the national income accounts for a hypothetical country:

GDP	Rs. 6000.00
Gross Investment	Rs. 800.00
Net Investment	Rs. 200.00
Consumption	Rs. 4000.00
Govt. purchases of goods & services	Rs. 1100.00
Govt. Budget Surplus	Rs. 30.00

Calculate   (a) NDP   (b) Net exports   (c) Govt. taxes minus transfers
              (d) Disposable personal income   (e) Personal Saving.

Q3 a)   What is the difference between intermediate goods & final goods and services?
   b)   Why are the imports subtracted when GDP is calculated in expenditure approach?

Q4   Distinguish between nominal & real rate of interest. Why the saving does depend on the real interest rate not on the nominal interest rate?

Q5 a)   Does ATM card increase the velocity of money? Justify your answer?
   b)   Explain the opportunity cost of holding money

Q6   Explain how the creation of credit by commercial banks can have multiplier effect on money supply.

Q7   Explain the Mechanism of government expenditures multiplier. Why the effect of output is greater than initial increase in government expenditure?

Q8   How you derive IS Curve from two figure diagrams. What are factors which shift the IS curve?

Q9   How is exchange rate determined under a flexible exchange rate regime?

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
BUSINESS MATHEMATICS; BA (H)–322
BBA – II

Date: December 20, 2016   Max Time: 2 Hrs
                                                 Max Marks: 50

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.**

QNo.1 Find the limit of the following function (Any two)

(i) $f(x) = \lim\limits_{x \to 13} \dfrac{\sqrt{x-4}-3}{x-13}$
(ii) $f(x) = \lim\limits_{x \to 0} \dfrac{\frac{1}{x+6}-\frac{1}{6}}{x}$
(iii) $f(x) = \lim\limits_{x \to 5} \dfrac{x^2-25}{x^2+x-30}$

Q.No.2. Determine the tangent and normal lines of the function $f(x) = 3x^2 + 2xe^x + 6$ at the point $(2,3)$

Q.No3. Find the derivative of the following function (any Two)

(i) $f(x) = \sqrt{x^2+2x-1}$
(ii) $f(x) = 12(2x-1)[(3x^2-3x+8)^3$
(iii) $f(x) = \dfrac{3x+4}{2x+1}$

QNo.4. The average Cost function of a firm is given as:
$$C = 25000 - 180Q + 0.50Q^2$$
The operational manager is interested to find what level of output (Q) may be produce so that the firm will minimize its average cost.

Q.No.5. Solve any one of the following differential equation

(i) $y\dfrac{dy}{dx} = x+1$ at $(2,4)$
(ii) $y\dfrac{dy}{dx} = \dfrac{8x+1}{y}$, at $y(1) = -5$

Q.No.6. Maximize the function $Z = 3x + 4y$

Subject to
$$2x + 4y \le 1600$$
$$6x + 2y \le 1700$$
$$y \le 350$$
$$x \ge 0; y \ge 0$$

Q.No.7. Find the Total Minimum Transportation Costs, whereas Supply and Demand of particular product, cost charges to shift the product from source to destination is given bellow:

		Destinations			
		D1	**D2**	**D3**	**Supply**
Sources	**S1**	Rs.200	Rs.100	Rs.300	7
	S2	Rs.400	Rs.500	Rs.600	8
Demand		5	6	4	

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
FINANCIAL ACCOUNTING; BA (H)–332
BBA – II

Date: December 24, 2016   **Max. Time: 2 Hrs**
                                                            Max. Marks: 60

INSTRUCTIONS:
1.   **Attempt any 4 questions. Do not write anything on the Question paper.**
2.   **Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1. The comparative balance sheet of HBO Company appears below:

HBO COMPANY
Comparative Balance Sheet
December 31, 2007

Assets	2007	2006
Current assets	$ 340	$280
Plant assets	675	520
Total assets	$1,015	$800
Liabilities and stockholders' equity		
Current liabilities	$ 180	$120
Long-term debt	250	160
Common stock	325	320
Retained earnings	260	200
Total liabilities and stockholders' equity	$1,015	$800

Instructions
 (a)   Using horizontal analysis, show the percentage change for each balance sheet item using 2006 as a base year.
 (b)   Using vertical analysis, prepare a common size comparative balance sheet.

Q2. Selected data from the Conner Company are presented below:

Total assets	$1,500,000
Average assets	1,700,000
Net income	250,000
Net sales	1,400,000
Average common stockholders' equity	1,000,000
Net cash provided by operating activities	275,000
Shares of common stock outstanding	10,000

Instructions
Calculate the profitability ratios that can be computed from the above information.

Q3. Journalize the entries to record the following selected transactions of Owens Co.:

(a) Purchased $100,000 of Kelly Co. 8% bonds at 102 plus accrued interest of $2,000.
(b) Received first semiannual interest payment.
(c) Amortized $40 on the bond investment at the end of the first year.
(d) Sold the bonds at 97 plus accrued interest of $1,500. The bonds were carried at $101,500 at the time of the sale.

Q4. On the basis of the following data for Seller Co. for 2008 and the preceding year ended December 31, 2007, prepare a statement of cash flows. Use the indirect method of reporting cash flows from operating activities. Assume that equipment costing $125,000 was purchased for cash and equipment costing $85,000 with accumulated depreciation of $65,000 was sold for $15,000; that the stock was issued for cash; and that the only entries in the retained earnings account were net income of $51,000 and cash dividends declared of $13,000.

	Year 2008	Year 2007
Cash	$90,000	$ 78,000
Accounts receivable (net)	78,000	85,000
Inventories	106,500	90,000
Equipment	410,000	370,000
Accumulated depreciation	(150,000)	(158,000)
	$534,500	$465,000
Accounts payable (merchandise creditors)	$ 53,500	$ 55,000
Cash dividends payable	5,000	4,000
Common stock, $10 par	200,000	170,000
Paid-in capital in excess of par-- common stock	62,000	60,000
Retained earnings	214,000	176,000
	$534,500	$465,000

Q5. Beginning inventory, purchases and sales data for tennis rackets are as follows:

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

Assuming the business maintains a *periodic* inventory system, calculate the cost of merchandise sold and ending inventory under the following assumptions:
(a) First-in, first-out
(b) Last-in, first-out

END OF EXAM PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
INFORMATION TECHNOLOGY IN BUSINESS; BA (H)–342
BBA – II

Date: December 22, 2016   **Max Time: 1.5 Hrs**
                                                                   Max Marks: 30

INSTRUCTIONS:
1. **Attempt any 3 questions. Do not write anything on the question paper**
2. **Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1   Differentiate key characteristics (data access, storages and retention capacities) between the Magnetic storage media and Optical media.

Q2   Explain the Client Server Network system, Illustrate multi-tier client server model.

Q3 a) Enlist the major features of Linux software.
   b) Briefly describe, what factors enhance the speed and performance of personal computer?

Q4   Write down short notes on the following with relevant examples:
   a) Broadband
   b) 3-D Modeling
   c) Communication Software

Q5   Write down the distinguishing points between **_any two_** of the followings:
   a) Wi-Fi and Blue tooth
   b) Bitmaps and Vector
   c) Computer Port and Bus
   d) Domains and sub-domains

END OF SUBJECTIVE PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
PAKISTAN STUDIES; BA (H)–352
BBA – II

Date: December 28, 2016   **Max Time: 1.5 Hrs**
                                                Max Marks: 30

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

Q1   Briefly explain the Political, Religious and Social condition prevalent in India before the advent of Islam.

سوال نمبر۱: اسلام کی آمد سے قبل ہندوستان کے سیاسی، مذہبی اور سماجی حالات کو مختصراً بیان کیجیے۔

Q2   Being dependent on the Western World for defense and economy can Pakistan adopt an independent Foreign Policy? Discuss.

سوال نمبر۲: دفاع اور معیشت میں مغربی دنیا پر منحصر پاکستان کیا ایک آزاد خارجہ پالیسی اختیار کرسکتا ہے؟ بحث کیجیے۔

Q3   War of independence 1857 was the turning point in our history. Write the causes and effect of war of 1857.

سوال نمبر۳: ۱۸۵۷ء کی جنگ آزادی نے ہماری تاریخ کا رخ تبدیل کیا۔ اس جنگ کی وجوہات اور اثرات بیان کریں؟

Q4   What was the Khilafat movement and how successful was it in meeting its objective?

سوال نمبر۴: تحریک خلافت کیا تھی اور یہ اپنے مقاصد کس حد تک حاصل کرسکی؟

Q5   Examine the important political events that took place from 1937 to 1947 in the history of the Indo – Pak subcontinent.

سوال نمبر۵: ۱۹۳۷ء تا ۱۹۴۷ء برصغیر میں وقوع پذیر ہونے والے اہم سیاسی واقعات بیان کریں؟

Q6.   Write short notes on any two of the following:
   1. ECO
   2. Formation of All India Muslim League.
   3. Quaid-e-Azam's fourteen points.

سوال نمبر۶: مندرجہ ذیل میں سے کسی دو عنوانات پر مختصر نوٹ تحریر کیجیے۔

(الف) اقتصادی تعاون کی تنظیم (ECO)

(ب) آل انڈیا مسلم لیگ کا قیام

(ج) قائداعظم کے چودہ نکات

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
HUMAN BEHAVIOR; BA (H)–411 (PART B)
BBA – III

Date: December 21, 2016   **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.**
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 history of psychology.

Q2.   Define perception & briefly explain the concept of top-down & bottom-up perception, with example.

Q3.   Define Motivation & briefly explain the approaches to understand motivations.

Q4.   What are the different theories of Emotions? Describe them in detail.

Q5.   What is the meaning of personality? Discuss the various methods of personality assessment.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
LOGIC; BA (H)–421 (PART B)
BBA – III

Date: December 23, 2016   **Max. Time: 120 Mins**
                                                              Max. Marks: 40

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

Q1   Write an introductory note on logic and its branches: induction and deduction.

Q2   What are the basic functions of Language? How emotive Language is used?

Q3   What is Traditional Square of Opposition?

Q4   What is definition? List all types of definition, explain any 2 of them.

Q5   How a Syllogistic Argument can be identified? Give basic rules of a valid Categorical Syllogistic Argument.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
MONEY & BANKING; BA (H)–431
BBA – III

Date: December 19, 2016   **Max Time: 100 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.**

Q.1   What are the key distinctions between capital account balance and current account balance? Why must they necessarily sum to zero in the absence of central bank interventions?

Q.2   How is central bank different from commercial bank? Give at least eight reasons.

Q.3   What is monetary policy? Highlight different instruments of monetary policy in detail.

Q.4   Discuss evolution of money. Also explain different forms of money.

Q.5   Differentiate between
   i.   Money market and Capital market
   ii.   Depository and non depository financial institutions
   iii. Promissory note and bill of exchange
   iv.   Corporate bonds and corporate stocks

Q.6   Write note on **any two** the following:
   i.   Arguments for and against discretionary monetary policy.
   ii.   Fixed and floating exchange rate system
   iii. Dishonor of cheques

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Father's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
BUSINESS COMMUNICATION – I; BA (H)–441
BBA – III

Date: December 31, 2016   **Max Time: 2.5 Hrs**
                                                Max Marks: 60

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

Q1-   Why it is important to have an open and effective communication in an organization and to the people outside the organization?

Q2-   Discuss the six different components of communication.

Q3-   What is the purpose of writing a business report? Describe the organizational patterns and format of the two different kinds of report.

Q4-   Briefly explain the communication barriers and state how it hinders the process of communication.

Q5-   The hard drive in your computer is full of valuable files and data. Write a memo to Mr. Khan, your supervisor, requesting that your hard drive be replaced by one with greater capacity (or that a second hard drive be added to your system). Make as strong a case as you can, for example greater productivity, better programs, etc.

Q6-   Design a sales letter to your customers, offering them a discount on early payment on products or services. Make your offer attractive and persuasive.

END OF EXAM PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
BUSINESS STATISTICS; BA (H)–451
BBA – III

Date: December 26, 2016   **Max Time: 1 Hr**
                                                                 Max Marks: 30

<u>INSTRUCTIONS:</u>
1. **Attempt any 3 questions. Do not write anything on the question paper**
2. <u>**TABLES ARE NOT REQUIRED.**</u>
3. **Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1   Give reason why
   a) Arithmetic mean is taken as ideal average
   b) Fisher index is called as Fisher's ideal index
   c) Mutually exclusive events have $P(A \cap B) = 0$
   d) Grouping error increases when class interval decreases
   e) Binomial Probability Distribution is positively skewed when $p < 1/2$

Q2 a) Following are the growth rates of the last 12 month of a company. Calculate AM, GM and HM, and comment which average if most appropriate.
       1.12, 1.05, 1.16, 1.20, 0.99, 0.97, 1.50, 1.13, 1.14, 1.08, 1.09, 1.33

   b) By calculating the mean and variance of the following stock index find consistency of the stock market.

Index	2100	2200	2300	2400	2500	2600
frequency	4	2	4	6	5	3

Q3 a) If $P(A) = 0.2$ $P(A \cup B) = 0.8$ $P(B') = 0.3$ Calculate the following
   i. $P(B)$ ii) $P(A/B)$ iii) $P(A' \cap B)$ iv) $P(A \cap B')$ v) $P(A' \cap B')$

   b) Find the number of ways in which 7 people be lined up to get on a bus if two people insist to follow each other.

Q4 a) Following data represents the weight of five people before and after using a weight reducing diet plan.

Before	X	80	90	100	95	88
After	Y	75	91	94	93	86

   Calculate regression line y on x

   i.   Estimate the weight of a person after using diet plan whose weight before 92kg.
   ii.   How can we justify that diet plan is effective?

   b) The probability that remote control car is defective is 0.2, from set of 8 cars calculate the probability that
   i.   Exactly 3 are defective
   ii.   More than average are defective
        A box contain 8 cars, calculate out of 100 such boxes how many boxes would you expect that contain exactly 3 defective cars.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
PRINCIPLES OF MANAGEMENT; BA (H)–461
BBA – III

Date: December 29, 2016
Max Time: 2 Hr
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 Discuss the Boston Consulting Group (BCG) matrix and explain its usefulness in segmenting businesses. Discuss the characteristics for each of the four categories based on the BCG matrix.

Q2 Explain Maslow's Hierarchy of need theory in our life? Discuss in detail.

Q3 Write down the advantages and disadvantages of Departmentalization by Product.

Q4 What is rational decision making and how it is affected by bounded rationality?

Q5 Link the three managerial skills given by Katz with different levels of managerial positions.

Q6 Fifty applicants had been interviewed for the post of financial analyst. Among these 50 people, 5 people had been short listed because they were holding diplomas of specialization along with the degrees required. They influenced the interviewer with which of the power? Explain the relevant power in detail. Also list other types of powers.

Q7 Discuss the Traits theory of Leadership. Also explain the flaws of this theory.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Father's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS FINANCE; BA (H)–412 (PART B)
BBA – IV

Date: December 28, 2016   Max. Time: 2 Hrs
                                                          Max. Marks: 30

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 a)   Millat Technologies is always looking for ways to expand their business. A plan has been proposed that would entail issuing Rs300 million in notes payable to purchase new fixed assets (for this problem, ignore depreciation). If this plan were carried out, what would Millat's current ratio be immediately following the transaction?

Q1 b)   Company A has sales of Rs1,000, assets of Rs500, a debt ratio of 30 percent, and an ROE of 15 percent. Company B has the same sales, assets, and net income as Company A, but its ROE is 30 percent. What is B's debt ratio?

Q2   Given the following probability distribution, what are the expected return and the standard deviation of returns for Security J?

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

Q3   Three–year Treasury securities currently yield 6 percent, while 4–year Treasury securities currently yield 6.5 percent. Assume that the expectations theory holds. What does the market believe the rate will be on 1–year Treasury securities three years from now?

Q4 a)   Saeed just deposited Rs10,000 in a bank account that has a 12 percent nominal interest rate, and the interest is compounded monthly. Saeed also plans to contribute another Rs10,000 to the account one year (12 months) from now and another Rs20,000 to the account two years from now. How much will be in the account three years (36 months) from now?

Q4 b)   You have just bought a security that pays Rs500 every six months. The security lasts for 10 years. Another security of equal risk also has a maturity of 10 years, and pays 10 percent compounded monthly (that is, the nominal rate is 10 percent). What should be the price of the security that you just purchased?

Q5   Haider.com is considering the following two projects:

Year	Project 1 Cash Flow	Project 2 Cash Flow
0	–Rs100	?
1	30	40
2	50	80
3	40	60
4	50	60

The two projects have the same payback. What is Project 2's internal rate of return (IRR)?

Q6   Javaid Air Inc. has average inventory of Rs1,000,000. Its estimated annual sales are Rs10 million and the firm estimates its receivables conversion period to be twice as long as its inventory conversion period. The firm pays its trade credit on time; its terms are net 30 days. The firm wants to decrease its cash conversion cycle by 10 days. It believes that it can reduce its average inventory to Rs863,000. Assume a 365–day year and that sales will not change. By how much must the firm also reduce its accounts receivable to meet its goal of a 10–day reduction in its cash conversion cycle?

Q7   Tariq Services' CFO is interested in estimating the company's WACC and has collected the following information:

- The company has bonds outstanding that mature in 26 years with an annual coupon of 7.5 percent. The bonds have a face value of Rs1,000 and sell in the market today for Rs920.
- The risk–free rate is 6 percent.
- The market risk premium is 5 percent.
- The stock's beta is 1.2.
- The company's tax rate is 40 percent.
- The company's target capital structure consists of 70 percent equity and 30 percent debt.
- The company uses the CAPM to estimate the cost of equity and does not include flotation costs as part of its cost of capital.

What is Tariq's WACC?

END OF SUBJECTIVE PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
STATISTICAL INFERENCE; BA (H)–432 (PART B)
BBA – IV

Date: December 24, 2016   **Max. Time: 1 Hrs**
                                                                   Max. Marks: 30

INSTRUCTIONS:
1. **Attempt any 3 questions. Do not write anything on the question paper.**
2. **TABLES ARE NOT REQUIRED.**
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 a)   A smoking researcher is interested in estimating the average age when cigarette smokers first began to smoke. Taking random samples of 25 smokers she determined a sample mean 16.8 years and standard deviation of 1.5 years. Construct 95 % confidence interval to estimate population mean age of the onset of smoking.
                                                              [Table value = 2.064]
Q1 b)   Give reason why coefficient of multiple correlation lies between 0 and 1

Q2   Two groups of people participated in an experiment designed to test the effect of frustration on aggression. Group A has given frustrating puzzle to solve and group B given easy non frustrating version of the same puzzle. Following data represent average mean aggression and standard deviation
Group A   n=40   mean=4.0   Standard Deviation=2.0
Group B   n=40   mean=3.0   Standard Deviation=1.5
Test the hypothesis at 5% level that there is no difference between two groups. What conclusion would you draw?
                                                              [Table value = −1.96]

Q3   A sample of 118 college students were asked whether or not they involved in campus activities. Following data were obtained.

Campus Activities	Region			
	East	South	Central	West
Involved	19	25	15	8
Not involved	10	6	15	20

Test at 5% that students' response and region in which their college is located are independent.
                                                              [Table value = 7.815]

Q4 a)   In a random sample of 600 cars making a right turn at a certain interaction, 157 pulled into the wrong lane. Test the hypothesis that 30% of all drivers make this mistake at 1% level of significance.
                                                              [Table value = 2.57]

   b)   What are the condition for applying t distribution for testing difference of means?

END OF SUBJECTIVE PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOR; BA (H)–442 (PART B)
BBA – IV

Date: December 30, 2016   **Max. Time: 2 Hrs**
                                                                      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   Define job satisfaction, summarize the main causes of job satisfaction. Also identify four employee responses to dissatisfaction.

Q2   What are the characteristics of organizational culture & by which process organizational culture can be developed?

Q3   Define Motivation? Discuss contemporary theories of motivation.

Q4   Every organization is unique and any study that concentrate on average organizational behavior is meaningless. Comments.

Q5   Explain **any two** of the following in detail:
   i-   Big Five Personality Theory
   ii-   High Performance Work Practices
   iii-   Halo Effect

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
BUSINESS & LABOR LAW; BA (H)–452
BBA – IV

Date: January 2, 2017   **Max. Time: 2 Hrs**
                                                             Max. Marks: 60

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   Briefly explain bailment and Pledge and differences between two. When a surety is discharged in case of contract of guarantee?

Q2   Briefly state the provisions related to Health, Safety, Working Hours, Holiday, Leaves and Women Workers under Factories Act 1934?

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

Q4   When consent shall be treated as free consent under Contract Act 1872? Also briefly define the agreements which are expressly declared void.

Q5   Who can be an agent and principal? How does an agent differ from servant and contractor?

Q6   What are the provision regarding Employment of Women and Children in factories act and Employers liability for compensation?

Q7   Give brief definitions of any 5 of the following:
    1. Finder of Lost Goods   6. Lockout and Strike
    2. Injunction   7. Prima Facie Evidence
    3. Plaintiff   8. Agreement to do an Impossible
    4. Legislature   Act
    5. CBA

END OF EXAM PAPER

College Name: _____

Student Name: _____   Father's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
PRINCIPLES OF MARKETING; BA (H)–462 (PART B)
BBA – IV

Date: December 20, 2016   **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 a) Describe the marketing communications process & how it relates the AIDA concept
   b) Identify the principle methods of sales promotions.

Q2   Define marketing environment & briefly explain the elements of macro environment.

Q3   What factors to consider whereas setting price? Explain.

Q4   Briefly discuss customer relationship management & identify strategies for creating values for customers & capturing value from customers in return?

Q5   Define route to market & identify the major channel alternatives open to a company & how companies select & evaluate channel members?

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
COST ACCOUNTING; BA (H)–511
BBA – V

Date: January 6, 2017   **Max Time: 1.5 Hrs**
                                                              Max Marks: 30

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

Q1   Prepare the necessary journal entries from the following information for TriCo, which uses a perpetual inventory system.

   a.   Purchased raw material on account, $56,700.
   b.   Requisitioned raw material for production as follows: direct material—80 percent of purchases; indirect material—15 percent of purchases.
   c.   Direct labor wages of $33,100 are accrued as are indirect labor wages of $12,500.
   d.   Overhead incurred and paid for is $66,900.
   e.   Overhead is applied to production based on 110 percent of direct labor cost.
   f.   Goods costing $97,600 were completed during the period.
   g.   Goods costing $51,320 were sold on account for $77,600.

Q2   Fred Company employs a job order costing system. Only three jobs—Job #105, Job #106, and Job #107—were worked on during November and December. Job #105 was completed December 10; the other two jobs were still in production on December 31, the end of the company's operating year. Job cost sheets on the three jobs follow:

	Job Cost Sheet		
	Job #105	Job #106	Job #107
November costs incurred:			
Direct material	$16,500	$ 9,300	$ —
Direct labor	13,000	7,000	—
Manufacturing overhead	20,800	11,200	—
December cost incurred:			
Direct materials	—	8,200	21,300
Direct labor	4,000	6,000	10,000
Manufacturing overhead	?	?	?

The following additional information is available:

   a.   Manufacturing overhead is assigned to jobs on the basis of direct labor cost.

   b.   Balances in the inventory accounts at November 30 were as follows:

        Raw Material $40,000
        Work in Process   ?
        Finished Goods   85,000

Q3   The Valentine's Day Company has two processing departments, Cooking and Packaging. Ingredients are placed into production at the beginning of the process in Cooking, where they are formed into various shapes. When finished, they are transferred into Packaging, where the candy is placed into heart and tuxedo boxes and covered with foil. All material added in Packaging is considered as one material for convenience. Since the boxes contain a variety of candies, they are considered partially complete until filled with the appropriate assortment. The following information relates to the two departments for February 2001:

Cooking Department:

Beginning WIP (30% complete as to conversion)	4,500 units
Units started this period	15,000 units
Ending WIP (60% complete as to conversion)	2,400 units

Packaging Department:

Beginning WIP (90% complete as to material, 80% complete as to conversion)	1,000 units
Units started during period	?
Ending WIP (80% complete as to material and 80% complete as to conversion)	500 units

a.   Determine equivalent units of production for both departments using the weighted average method.

b.   Determine equivalent units of production for both departments using the FIFO method.

Q4   Cuervo Company manufacturers file cabinets made to consumer specifications. The following information was available at the beginning of March:

Materials inventory	$12,800
Work in process inventory	4,700
Finished goods inventory..	2,300

During March, materials costing $26,000 were purchased, direct labor cost totaled $19,300, and factory overhead was $12,500 (including $2,500 of indirect materials). March 31 inventories were:

Materials inventory	$13,300
Work in process inventory	6,800
Finished goods inventory..	2,800

Required: Prepare a cost of goods manufactured statement for March.

Q5   B. Parker, an employee of B. Robber and Company, submitted the following data for work performed last week:

Day	Units Produced Each Day
Monday	22
Tuesday...	24
Wednesday..	30
Thursday	21
Friday	27

During the week, Parker worked 8 hours each day and was paid a flat hourly wage of $10, plus a bonus based on the 100% bonus plan. Standard production is 3 units per hour. The bonus is computed on a daily basis.

Required: Prepare a report for Parker, showing daily earnings, the daily efficiency ratio, and the labor cost per unit produced each day.

END OF SUBJECTIVE PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
ENVIRONMENTAL STUDIES; BA (H)–521
BBA – V

Date: January 4, 2017   **Max Time: 1.5 Hrs**
                                                         Max Marks: 30

INSTRUCTIONS:
1. **Attempt 4 questions where Q5 is compulsory.**
2. **Do not write anything on the question paper.**
3. **Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1   What will be the possible consequences of Global Warming and Climate Change   [06]

Q2   What are the problems of pollution in your city? How can they be solved?   [06]

Q3   Why is it important for us to protect our environment?   [06]

Q4   What are the benefits of biodiversity, why should we conserve it?   [06]

Q5   Define **any 6** of the following terms: [12]

1. Anthrosphere   6. Sustainable Development
2. Natural Resources   7. Ecosystem
3. Hydrosphere   8. Environmental management
4. Habitat   9. Pollution
5. Environmental Ethics   10. Atmosphere

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
ECONOMY OF PAKISTAN; BA (H)–541
BBA – V

Date: January 11, 2017   **Max Time: 2 Hrs**
                                                              Max Marks: 50

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

Q1   'The construction of China-Pakistan Economic Corridor (CPEC) for regional peace and prosperity' Explain.

Q2   "SBP announced monetary policy in November 2016, interest rate unchanged 5.75 %" comments. Also explain the instruments of monetary policy.

Q3   Corruption is the single major impediment to sustainable development and economic growth of a developing country like Pakistan, Explain.

Q4   Write a short note of any one the followings:
      a. Prime Minister's Laptops Scheme.   b. Population Pyramid.

Q5   For enhancing agriculture productivity in Pakistan, Prime Minister announced agriculture package of Rs 341 billion, explain.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
FINANCIAL MANAGEMENT: BA (H) – 551
BBA – V

Date: January 13, 2017   **Max Time: 2 Hrs**
                                                                         Max Marks: 40

INSTRUCTIONS:
1. **Attempt 4 Questions, where Q6 is compulsory.**
2. **Do not write anything on the question paper, EXCEPT Initials Mentioned Above.**
3. **Mobile Phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1   Dobson Dairies has a capital structure which consists of 60 percent long–term debt and 40 percent common stock. The company's CFO has obtained the following information:
 • The before–tax yield to maturity on the company's bonds is 8 percent.
 • The company's common stock is expected to pay a $3.00 dividend at year end (D1 = $3.00), and the dividend is expected to grow at a constant rate of 7 percent a year. The common stock currently sells for $60 a share.
 • Assume the firm will be able to use retained earnings to fund the equity portion of its capital budget.
 • The company's tax rate is 40 percent.
 What is the company's weighted average cost of capital (WACC)?

Q2   A 6–year bond which pays 8 percent interest semiannually sells at par ($1,000). Another 6–year bond of equal risk pays 8 percent interest annually. Both bonds are non–callable and have a face value of $1,000. What is the price of the bond which pays annual interest?

Q3   A Corporation expects to have net income of Rs.800,000 during the next year its target and current capital structure is 40% debt and 60% common equity the Director has determined that the optimal capital budget for next year is Rs.1.2 million if Co uses the residual dividend model to determine next year's dividend payout, What is the expected Payout ratio?

Q4   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.

Q5   You have been given the following projections for Danish Corporation for the coming year.

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

Calculate the current price per share for Danish Corporation.

Q6   Fahad.com is considering the following two projects:

	Project 1	Project 2
Year	Cash Flow	Cash Flow
0	−$100	?
1	30	30
2	50	90
3	40	70
4	50	70

The two projects have the same payback. What is Project 2's IRR AND Profitability Index, if discount rate is 5%?

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
COMPUTER APPLICATION TO BUSINESS: BA (H) – 561
BBA – V

Date: January 16, 2017   **Max Time: 2 Hrs**
                                                                              Max Marks: 40

INSTRUCTIONS:
1. **Attempt any 4 Questions.**
2. **Do not write anything on the question paper, EXCEPT Initials Mentioned Above.**
3. **Mobile Phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1 a) What is the impact of E-Commerce in business? Also enlist major issues and challenges of E-Commerce in Pakistan
   b) Define the term Website?

Q2 a) What is a Network Domain Name? What is the significance of this Domain over the Internet?
   b) What is the relationship between a VPN and an extranet?

Q3   Explain the following
   1. P2S2P system
   2. P2P system

Q4   Define Change Management. Why the organizations consider change management to be a very important aspect of their growth? Why the employees are usually reluctant to change management

Q5   Briefly explain the following
   i.   What is disintermediation?
   ii.   List any two applications of B2B EC.
   iii.   What is JIT?
   iv.   What is competitive intelligence in EC?
   v.   What do you mean by comparison advertisement?

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

Date: January 3, 2017   **Max Time: 2 Hrs**
                                                             Max Marks: 40

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

Q1   Briefly explain the phases of entrepreneurial process.

Q2   Graphically illustrate the level of investment risk as assumed by entrepreneur & stages of development of entrepreneurial venture.

Q3   Entrepreneurs have a tolerances for ambiguity, are calculated risk-taker & have a high regard for integrity & reliability what does this mean?

Q4   Briefly explain the role of entrepreneurship in services institution.

Q5   Write short notes on any two of the following:
       i-   Intrapreneurship
       ii-   Bootstrapping
       iii-   Social Entrepreneur's

END OF SUBJECTIVE PAPER

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
PRODUCTION & OPERATION MANAGEMENT; BA (H)–522
BBA – VI

Date: January 5, 2017   **Max Time: 2 Hrs**
                                                         Max Marks: 40

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

Q1   Production and operation systems are becoming more and more customer oriented. How is this affecting the functioning of the supply chain?

Q2   What do you mean by aggregate production planning? Discuss different production planning strategies.

Q3   Explain the five reasons productivity is difficult to improve in the service sector.

Q4   Explain the seven concepts to Total Quality Management. Explain how improving quality can lead to reduced cost.

Q5   Define any five, job enrichment, job enlargement, job rotation, job specialization, strategic capacity planning, capacity cushion, and employee empowerment?

Q6   What potential cost saving advantages might firms experience by using outsourcing? Elaborate.

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

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KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGE
MANAGERIAL ACCOUNTING; BA (H)–562 (PART B)
BBA – VI

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Date: January 14, 2017   **Max Time: 2 Hrs**
                                                               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   The controller for Shakeel Machining has established the following overhead cost pools and cost drivers:

Overhead Cost Pool	Budgeted Overhead Cost	Cost Driver
Machine setups	Rs 240,000	Number of setups
Material handling	90,000	Units of raw material
Quality control inspection	48,000	Number of inspections
Other overhead costs	160,000	Machine hours
Total	Rs 538,000	

Overhead Cost Pool	Budgeted Level for Cost Driver	Overhead Rate
Machine setups	200 setups	Rs 1,200 per setup
Material handling	60,000 units	Rs 1.50 per unit
Quality control	1,200 inspections	Rs 40 per inspection
Other overhead	20,000 machine hours	Rs 8 per machine hour

Order no. 715 has the following production requirements:

Machine setups: 7
Raw material: 11,200 units
Inspections: 16
Machine hours: 850

Required:
a) Compute the total overhead that should be assigned to order no. 715 by using activity-based costing.
b) Suppose that Shakeel were to use a single, predetermined overhead rate based on machine hours. Compute the rate per hour and the total overhead assigned to order no. 715.
c) Discuss the merits of an activity-based costing system in comparison with a traditional costing system.

Q2   Hanif Hospital contains **450** beds. The average occupancy rate is **80%** per month. In other words, on average, **80%** of the hospital's beds are occupied by patients. At his level of occupancy the hospital's operating costs are **Rs 32** per occupied bed per day assuming a 30-day month.   This **Rs 32** figure contains both variable and fixed cost elements.
During June, the hospital's occupancy rate was only **60%**. A total of **Rs 326,700** in operating cost was incurred during the month.

Required:
1. Using the high-low method estimate:
    a) The variable cost per occupied bed on a daily basis.
    b) The total fixed operating cost per month.
2. Assume an occupancy rate of **70%** per month. What amount to total operating cost would you expect the hospital to incur?

Q3 Ebad Company installs lawn sod in home yards. The company's most recent monthly contribution format income statement follows:

	Amount	Percentage of Sales
Sales	Rs 80,000	100%
Variable expenses	32,000	40%
Contribution margin	48,000	60%
Fixed expenses	38,000	
Net operating income	**10,000**	

Required:
1. Compute the company's degree of operating leverage
2. Using the degree of operating leverage, estimate the impact on net operating income of a **5%** increase in sales.
3. Verify your estimate from part (2) above by constructing a new contribution format income statement for the company assuming a **5%** increase in sales.

Q4 The Saleem & Jamal Company manufactures an engine for carpet cleaners called the "Snooper." Budgeted cost and revenue data for the "Snooper" are given below, based on sales of 40,000 units.

Sales	Rs 1,600,000
Less: Cost of goods sold	1,120,000
Gross margin	Rs 480,000
Less: Operating expenses	100,000
Net income	Rs 380,000

Cost of goods sold consists of Rs 800,000 of variable costs and Rs 320,000 of fixed costs. Operating expenses consist of Rs 40,000 of variable costs and Rs 60,000 of fixed costs.

Required:
a) Calculate the break-even point in units and sales rupees.
b) Calculate the safety margin.
c) Saleem & Jamal received an order for 6,000 units at a price of Rs 25.00. There will be no increase in fixed costs, but variable costs will be reduced by Rs 0.54 per unit because of cheaper packaging. Determine the projected increase or decrease in profit from the order.

Q5 Imran Company has the following historical collection pattern for its credit sales:

70% collected in month of sale
15% collected in the first month after sale
10% collected in the second month after sale
4% collected in the third month after sale
1% uncollectible

Budgeted credit sales for the last six months of the year follow.

July	Rs 30,000
August	35,000
September	40,000
October	45,000
November	50,000
December	42,500

Required:
a) Calculate the estimated total cash collections during October.
b) Calculate the estimated total cash collections during the year's fourth quarter.

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
CONSUMER BEHAVIOR; BA (H)–601
BBA – VII

Date: January 4, 2017   **Max Time: 2 Hrs**
                                                                          Max Marks: 40

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

Q1   Outline a simplified model of consumer decision making.

Q2   What are the various types of problem recognitions & how marketer activate the problem recognition?

Q3   Why forming a consideration set is very important consideration for marketers & briefly explain the process of evaluation of alternatives.

Q4   Define culture? Why the study of culture is important for consumer behavior?

Q5   Explain any two in detail:
       i-   Classification of Motives
       ii-   Social Class
       iii-   Involvement

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
MANAGEMENT INFORMATION SYSTEM; BA (H)–611
BBA – VII

Date: January 6, 2017   **Max Time: 1.5 Hrs**
                                                                    Max Marks: 30

INSTRUCTIONS:
   1. **Attempt any 3 questions. Do not write anything on the question paper**
   2. **Mobile phone(s) or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.**

Q1   Briefly describe major types of Information Systems which are being used in Organizations, from a functional perspective, also enlist their competitive advantages.

Q2   What do meant by IT Infrastructure? In order to paperless business environment, what types of components will be required for IT Infrastructure to enterprise.

Q3 a) Explain how does Business Reengineering Process (BRP) change our legacy system.
   b) State, the phases involved in business system development designing and analysis.

Q4 a) Write down the rationale of Management Information System (MIS)
   b) Express how does Business Intelligence (BI) drive from MIS

Q5   Write down short notes on any three of the followings:
       1. Expert System
       2. Real Time system
       3. Client Server System
       4. Enterprise Value Chain Model

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION, DECEMBER 2016; AFFILIATED COLLEGES
BUSINESS ETHICS; BA (H)–621
BBA – VII

Date: January 9, 2017   **Max Time: 2 Hrs**
                                                             Max Marks: 40

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

Q1   Define business ethics and while discussing unethical behaviours in business, examine importance ethics in business.

Q2   Discuss briefly how to use the Ethical Decision- Making Framework to Improve Ethical Decisions?

Q3   Discuss the role of leadership in developing corporate culture and implementing ethical program successfully in organizations.

Q4 a) Describe conflict of interest and the condition that raises it.
   b) Discuss the philosophy of utilitarianism and Egoism.

Q5   Differentiate the following:
    i.   Business Ethics and Social Responsibility
    ii.   Ethical Relativism and Morality
    iii. Code of Ethics and Code of Conduct
    iv.   Whistle-Blowing and Lobbying

END OF SUBJECTIVE PAPER

College Name: _____

Seat No: _____   Student's Name: _____

Copy No: _____

INSTRUCTION:
1. **Attempt any 4 questions. All questions carry equal marks. Start each question on a new page. 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   What are various functional strategies? Describe BCG growth share matrix, including how it is used, the four cells, and its advantages and drawbacks.

Q2   What is an internal analysis? How is it different from an external analysis? Explain Porter's five competitive forces model in detail.

Q3   What is corporate strategy? Explain growth strategies in detail.

Q4   Discuss the importance of "environmental Scanning" from a strategist's point of view. Should it be an ongoing process or one time activity? Why?

Q5   Describe a strategy evaluation framework. Explain why strategy evaluation is complex, sensitive, and yet essential for organizational success.

Q6   Write short notes on any four of the following:
      1. Delayering
      2. Management by Objectives
      3. Reengineering
      4. Mergers
      5. Hostile Take Overs
      6. Matrix Structure
      7. Decentralization

END OF SUBJECTIVE PAPER

College Name: _____

Student Name: _____   Seat No: _____

Copy No: _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION DECEMBER 2016; AFFILIATED COLLEGES
INTERNATIONAL BUSINESS: BA (H) – 612
BBA – VIII

Date: January 5, 2017
Max Time: 2 Hrs
Max Marks: 40

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

Q1   Explain entry level strategies & why Franchising is increasing day by day internationally.

Q2   What are the key performance characteristics of IMF?

Q3   Discuss the concept of hedging & speculation in business & the significance of foreign exchange in international business.

Q4   Write short notes on any two of the following:
    i-   Embargo
    ii-   Currency Swap
    iii- Standardization vs. Adaptation

END OF SUBJECTIVE PAPER