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<td>MBA-IV</td>
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MBA-IV

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

Q1 a) What do you understand by the term elasticity of demand and elasticity of supply? What factors determine the elasticity of demand for a commodity?
   b) How cross elasticity of demand is used to distinguish between substitutes goods and complimentary goods?

Q2 Good crops will generally lower the income of farmers specifies your answer using supply and demand diagrams.

Q3 What is meant by consumer’s equilibrium? How the equilibrium of consumer in respect of a particular commodity would be affected if
   1) The price of that commodity rises
   2) The income of the consumer falls
   3) The price of substitute commodity falls
Use indifference curve techniques for your answer

Q4 a) What are the essential factors of a competitive market?
   b) Discuss all cases of perfect competition, supernormal, and profit normal and profit, loss and shutdown

Q5 In an ideal market economy all goods and services are voluntarily exchange for money at market price. Explain economic role of government how do government perform functions?

Q6) Write short notes on any 2 of the following:
   1) Public and private partnership
   2) Blending of micro and macro economics
   3) Pattern of imperfect competition
   4) How ordinal utility approaches are more powerful than cardinal utility approaches?

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

Q1. a) Define organizational behavior. How are organizational behavior concepts addressed in management functions?
b) Evaluate why application of organizational behavior today become very important in any organization?

Q2. a) Define job satisfaction. Summarize the main causes of job satisfaction.
b) Describe the steps in behavior modification.

Q3. Identify the stages of group development. Make a flow chart of decision making process.

Q4. a) Define Motivation. Differentiate between primary and secondary motives?
b) Discuss the implementation of Abraham Maslow’s Hierarchy of Needs in an Organization.

Q5. Explain the following theories of leadership in detail:
1. Contingency theory 2. Behavioral theory along with ‘Managerial Grid’

Q6. What is stress? What are the causes and consequences of stress? How can we manage stress?

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

Q.1. (a) Solve \(2x^2 - 5x - 12 \geq 0\)
(b) Find equation of line passes through (3, 10) and is perpendicular to \(12y = 2x - 4\)

Q.2. (a) Solve the system \(\begin{align*} 4x + 2y &= -2, \\
x - 3y &= -13, \\
x - y &= -5 \end{align*}\)
(b) Solve the system \(\begin{align*} x + 2y &= 5, \\
x - z &= -15, \\
x + 3y + 2z &= 40 \end{align*}\)

Q.3. (a) A university football team has to play a match with other team, the other team has agreed to play the game for guaranteed fee of Rs. 200,000 plus 20% of gate receipts, assume that the ticket price is Rs. 25. How many tickets must be sold in order to get profit of 250,000/= If 40,000 tickets must be sold, what ticket price would allow the university to earn the profit Rs. 250,000=.

Q.4. (a) Find \(f'(2)\) and \(f''(2)\) if \(f(x) = \frac{(4x^3 - 3x)}{e^x}\)
(b) Using Gaussian Technique, Find Inverse of

\[
\begin{pmatrix}
1 & 2 & 2 \\
2 & 1 & 2 \\
2 & 2 & 1 \\
\end{pmatrix}
\]

Q.5. (a) Discuss continuity of \(f(x) = \begin{cases} 
2x + 1 & x < -1 \\
-2x - 3 & -1 \leq x \leq 1 \\
5 & x > 1 
\end{cases}\) At \(x = -1\)
(b) Find \(f'(x)\) using limit approach \(f(x) = (x^3 - x^2)\)

Q.6. (a) Integrate (i) \(\int x^2 e^{3x} \, dx\) (ii) \(\int (\ln x)^2 \, dx\)
(b) Integrate (i) \(\int \frac{2x^3 - 4x^2 + 7x - 8}{x^2 + 2x - 15} \, dx\)

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

Q - 1  What is nonverbal communication? Give a brief overview on different ways of nonverbal communication? [10]

Q - 2  a) Define all 7 Cs of effective communication. [15]
b) As you strive for “Completeness”, which factors / guidelines are important?

Q - 3  For a company to survive, it must establish markets not only in its own country but also in many foreign countries. What are the different cultural variables and how do they affect the overall communication process? [10]

Q - 4  ABC company has recently introduced a policy of subsidizing 50% of the tuition fee for their employee’s children. Write a ‘memo’ for announcing this policy. [10]

Q - 5  a) Define the term ‘persuasion’. Discuss the organization of persuasive messages. [15]
b) Reliable Computers Limited has recently imported 1200 computers from Taiwan. The consignment packed in 12 pallets was shipped through Eastern Freight Airways (EFA). On examination of the packages the consignee has found that 200 computers have been damaged due to mishandling by the loading staff. The computers have been damaged beyond repairs and have to be considered as a total loss.

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

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

Q#1 Identify the three major forms of business ownership? Also discuss the advantages and disadvantages of the major forms of business ownership?

Q#2 What is marketing? Discuss the “Four P’s” of marketing that constitute the marketing mix?

Q#3 What are the major types of risks faced by businessmen? Also explain that for a risk to be insurable, what factors should be present?

Q#4 What is management? Discuss the four basic functions of management.

Q#5 Discuss the importance of human resource management. Also differentiate between job description and job specification?

Q#6 Discuss any 2 of the following motivational theories.
   1. Hierarchy of human needs theory
   2. Expectancy theory
   3. Equity theory

END OF EXAM PAPER
Q1 a) On January 13, 2014, the Badami store was destroyed in a fire. Luckily, the accounting records were kept in a separate location and the company was able to reconstruct the following information.

<table>
<thead>
<tr>
<th>Information</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Inventory at January 1, 2014</td>
<td>100,000</td>
</tr>
<tr>
<td>Inventory stored at another location, at January 13</td>
<td>5,000</td>
</tr>
<tr>
<td>Sales from January 1 to January 13</td>
<td>60,000</td>
</tr>
<tr>
<td>Purchases from January 1 to January 13</td>
<td>10,000</td>
</tr>
<tr>
<td>Gross profit percentage on sales</td>
<td>40%</td>
</tr>
</tbody>
</table>

**Required:**
- Calculate the cost of inventory destroyed by the fire.

Q1 b) The following information concerns one of a company's products, the Hawkeye:

<table>
<thead>
<tr>
<th>Date</th>
<th>Transaction</th>
<th>Quantity</th>
<th>Price/Cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Jan 1</td>
<td>Beginning Inventory</td>
<td>1,000</td>
<td>12</td>
</tr>
<tr>
<td>Feb 5</td>
<td>Purchase</td>
<td>2,000</td>
<td>18</td>
</tr>
<tr>
<td>Feb 20</td>
<td>Sale</td>
<td>2,500</td>
<td>30</td>
</tr>
<tr>
<td>Apr 2</td>
<td>Purchases</td>
<td>3,000</td>
<td>23</td>
</tr>
<tr>
<td>Nov 4</td>
<td>Sales</td>
<td>2,000</td>
<td>33</td>
</tr>
</tbody>
</table>

**Required:**
- Calculate the value of ending inventory assuming the company uses
  i) Perpetual FIFO
  ii) The above table indicates that the inventory price trend is consisting rising in this case, the FIFO method of valuation will give the highest or lowest amount of the following:
    a. Merchandise Inventory
    b. Cost of Goods Sold
    c. Gross Profit

Q2 On April 1, 2014, Mona Ltd. showed the following balances on their statement of financial position:

<table>
<thead>
<tr>
<th>Account</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Receivable</td>
<td>Rs. 237,000</td>
</tr>
<tr>
<td>Allowance for doubtful accounts</td>
<td>25,150</td>
</tr>
</tbody>
</table>

During the year ended March 31, 2014 the following summary transactions affecting the receivables occurred:

- Sales on account Rs. 2,648,000
- Sales returns and allowances Rs. 159,000
- Collections on accounts Rs. 2,489,000
- Write offs of accounts deemed uncollectible Rs. 66,000
- Recovery of accounts previously written off as uncollectible Rs. 21,650
- Cash sales Rs. 1,300,000

**Required:**
- Prepare appropriate journal entries to record each of the summary transactions listed.
- Enter the April 1, 2013 balances in T accounts and post the journal entries from part 1 to these accounts.
- Assume that the company estimates that 1.2% of net credit sales will never be collected. Prepare the journal entry to record the bad debts expense at year end, March 31, 2014
- What is the net realizable value of the accounts receivable at March 31?
- Show the appropriate presentation of the receivables on the statement of financial position.
- Assume that the company estimates that 10% of the accounts receivables at end is likely to be uncollectible. Prepare the general journal entry to record the bad debts expense at year end March 31, 2014
Q3 On May 1 Mehtab started a mowing business under the title “Mehtab & Sons” by investing Rs.1,500,000 cash.

July 5. Purchased office supplies for Rs. 1,000 on account.
10. Purchased mowing equipment paying Rs. 40,000 cash and issuing a Rs. 160,000 notes payable for the balance.
12. Paid for petrol Rs. 20,000 to be used in July.
20. Billed the Lalazar Farms for Rs. 15,000 for mowing services.
26. Received cash Rs. 26,000 for mowing services rendered.
30. Collected the Accounts Receivable in full from the Lalazar farm for mowing services provided July 20.
31. Paid salaries Rs. 18,000

Required:

i) Record the above transactions in a general journal.

ii) Show the changes in a tabular form that would be brought about in the income statement and the balance items by the above transactions in terms of increase (I), decrease (D), and no effect (NE).

iii) Why should a trial balance tally?

iv) A trial balance does not prove accuracy of the account balances. Make a reasonable in a sentence.

Q4 The March 31, 2014, bank statement for Focus Ltd. showed a balance of Rs. 480. In preparing the bank reconciliation, the following information was determined:

a) The following cheques are outstanding at March 31.: # 501 for Rs. 780 and # 533 for Rs.1,200.
b) The March 31, deposit of Rs. 6,200 had not been received by the bank in time to be included in the March bank statement.
c) Bank service charges for March amounted Rs. 35 and had not yet been recorded by Focus Ltd.
d) Cheque# 521 issued by Focus Ltd. in the amount of Rs. 620, for the cash purchase of office equipment, had been incorrectly recorded in the books of Focus Ltd. as Rs. 260.
e) A Rs. 530 payment on account received from a customer was incorrectly recorded in the books of Focus Ltd. as Rs 350.
f) The balance in Focus Ltd.’s cash account according to its accounting records was Rs. 915

Required:

i) Prepare a bank reconciliation statement for Focus Ltd. at March 31.

ii) Prepare the necessary journal entry(ies) to bring Focus Ltd.’s cash account up to date at March 31.

iii) Write down any three immediate benefits of preparing a bank reconciliation statement.

Q5 The following is a list of account balances at December 31, 2013 for Kiran Corporation, a publicly accountable company. You are also told that the company issued Rs. 250,000 of Capital Stock during the year and declared a total of Rs. 50,000 of dividends.

<table>
<thead>
<tr>
<th>Accounts Payable</th>
<th>189,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Receivable</td>
<td>123,000</td>
</tr>
<tr>
<td>Accumulated Depreciation - Building</td>
<td>540,000</td>
</tr>
<tr>
<td>Accumulated Depreciation - Equipment</td>
<td>210,000</td>
</tr>
<tr>
<td>Building</td>
<td>1,350,000</td>
</tr>
<tr>
<td>Capital Stock</td>
<td>850,000</td>
</tr>
<tr>
<td>Cash</td>
<td>67,000</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>1,050,000</td>
</tr>
<tr>
<td>Depreciation expense</td>
<td>80,000</td>
</tr>
<tr>
<td>Dividends payable</td>
<td>10,000</td>
</tr>
<tr>
<td>Franchise</td>
<td>40,000</td>
</tr>
<tr>
<td>Income tax expense</td>
<td>229,000</td>
</tr>
<tr>
<td>Insurance expense</td>
<td>6,000</td>
</tr>
<tr>
<td>Interest expense</td>
<td>75,000</td>
</tr>
<tr>
<td>Interest income</td>
<td>10,000</td>
</tr>
<tr>
<td>Interest payable</td>
<td>16,000</td>
</tr>
<tr>
<td>Interest receivable</td>
<td>12,000</td>
</tr>
<tr>
<td>Inventories</td>
<td>215,000</td>
</tr>
<tr>
<td>Land</td>
<td>280,000</td>
</tr>
<tr>
<td>Long term debt</td>
<td>1,000,000</td>
</tr>
<tr>
<td>Long term investments</td>
<td>35,000</td>
</tr>
<tr>
<td>Machinery and equipment</td>
<td>854,000</td>
</tr>
<tr>
<td>Patents</td>
<td>152,000</td>
</tr>
<tr>
<td>Prepaid expenses</td>
<td>16,000</td>
</tr>
<tr>
<td>Rent expense</td>
<td>15,000</td>
</tr>
<tr>
<td>Rental revenues</td>
<td>50,000</td>
</tr>
<tr>
<td>Retained earnings</td>
<td>306,000</td>
</tr>
<tr>
<td>Salaries expense</td>
<td>160,000</td>
</tr>
<tr>
<td>Sales</td>
<td>1,900,000</td>
</tr>
<tr>
<td>Short term investments</td>
<td>182,000</td>
</tr>
<tr>
<td>Unearned revenues</td>
<td>60,000</td>
</tr>
</tbody>
</table>

Required:

i) Prepare a Statement of Income, a Statement Financial Position and a Statement of changes in Shareholders’ Equity.

ii) Point out the assets and liabilities on the above list that are recognized and recorded on accrual basis of accounting.

END OF EXAM PAPER
INSTRUCTIONS:

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

Q - 1 Describe the Listening process and explain how good listeners overcome barriers at each stage of the process. [10]

Q - 2 Assume that you have received a job interview call from a well-known multinational company. Discuss the “crucial points” that can act as an initial guide:
   (i) Prior-to-the interview preparation
   (ii) Your behavior during an interview [10]

Q - 3 Design a resume with a cover letter for the following job advertisement. (You may assume any necessary details) [10]

A multinational company requires HR OFFICER for their head office based in Karachi.
Minimum Qualification: MBA in Human Resource
Minimum Experience: 3 years
Must possess excellent interpersonal / communication skills
Those who meet the above criteria may email their CV at info@hr.com.pk latest by 28th June 2014.

END OF EXAM PAPER
KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION, JUNE 2014; AFFILIATED COLLEGES  
BUSINESS STATISTICS; BA (M)-532  
MBA – II  

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

INSTRUCTIONS:  
1. Attempt 5 questions all together, where Q1 is compulsory. Do not write anything on the question paper. TABLES ARE NOT REQUIRED.  
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q1 Differentiate any 6 of the following: (Compulsory question)  

a) Data collected through survey and through journals.  
b) Multiple Bar and Component Bar diagram  
c) Arithmetic Mean and Mode  
d) Relative and Absolute dispersion  
e) Permutation and Combination  
f) Mutually and Non mutually exclusive events  
g) Weighted and Un–weighted index number  
h) Price relatives and link relatives method of index number

Q2 a) Construct discrete frequency distribution for the number of children living in each of the 50 flats.  

3 4 2 5 2 4 4 2 3 1 3 1 3 4 3 1 2 4 3 2 5 6 2 0 4 3 3 1 5 6 3 4 5 3 4 3 0 3 5 0 3 1 2 5 1 4 2 4 2 2 2

b) Prove by using discrete frequency distribution that Mean=Median=Mode  
c) For each of the following Class Intervals, calculate class boundaries, class marks, class width.  
i) 4.5——5.4   ii) 0.00——1.55   iii) (-2.5) --------- (-1.5)

Q3 a) Explain the property of variance related to change of scale and origin.  
b) The mean wage of a factory worker is Rs 15000/- with variance of Rs 625. What will the new mean and variance?  
i) If Rs 2000/- is increases in wage of each employee  
ii) If 5% increase in the salary of each worker.  
c) The GPA of the students of a business school is as follows:  

<table>
<thead>
<tr>
<th>GPA</th>
<th>2– 2.5</th>
<th>2.5–3.0</th>
<th>3.0–3.25</th>
<th>3.25–3.50</th>
<th>3.50–3.75</th>
<th>3.75–4.0</th>
</tr>
</thead>
<tbody>
<tr>
<td>Frequency</td>
<td>3</td>
<td>10</td>
<td>30</td>
<td>45</td>
<td>30</td>
<td>15</td>
</tr>
</tbody>
</table>

i) Calculate mean and Standard deviation.  
ii) Calculate approximately what % of the GPA fall within one standard deviation of the mean.
Q4 a) A True / False test consists of 4 questions. Find the probability of getting exactly two right answers.

b) A sample of 500 respondents was selected to determine the consumer behavior. The question asked was “Do they like particular brand of olive oil”. Answers are summarized as:

<table>
<thead>
<tr>
<th></th>
<th>Yes</th>
<th>No</th>
</tr>
</thead>
<tbody>
<tr>
<td>Male</td>
<td>125</td>
<td>100</td>
</tr>
<tr>
<td>Female</td>
<td>200</td>
<td>75</td>
</tr>
</tbody>
</table>

i) Find the probability that person says yes given that person is a male.
ii) A person is picked at random what is the probability that the person is female or someone who says yes.
iii) If two persons are picked at random what is the probability that both are male.
iv) A male is picked at random what is the probability that he says yes.

Q5 a) What are the properties of coefficient of correlation?

b) Describe the situations for $r=1$, $r = 0$ and $r = -1$

c) The following data taken from a Generator rental company:

<table>
<thead>
<tr>
<th>Generator rented for Hrs</th>
<th>X</th>
<th>5</th>
<th>8</th>
<th>15</th>
<th>20</th>
<th>25</th>
<th>30</th>
<th>40</th>
<th>50</th>
<th>100</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bill charged (000)</td>
<td>Y</td>
<td>12</td>
<td>16</td>
<td>24</td>
<td>30</td>
<td>40</td>
<td>50</td>
<td>55</td>
<td>60</td>
<td>65</td>
</tr>
</tbody>
</table>

i) Find regression line to estimate bill charge when the generator rented for 45 hrs.
ii) Estimate the fixed charges and charges per hr.
iii) Calculate coefficient of correlation and comment on the result.

Q6 a) 10% of pins in the box are defective. If 10 pins are selected at random calculate the probability that

i) Exactly 3 are defective
ii) More than 7 are effective
iii) Less than mean number are defective.

b) For the following probability distribution

<table>
<thead>
<tr>
<th>X</th>
<th>-2</th>
<th>-1</th>
<th>0</th>
<th>1</th>
<th>2</th>
<th>3</th>
</tr>
</thead>
<tbody>
<tr>
<td>P(x)</td>
<td>0.2</td>
<td>0.3</td>
<td>0.1</td>
<td>z</td>
<td>0.15</td>
<td>0.2</td>
</tr>
</tbody>
</table>

i) Calculate z.
ii) A random variable picked at random from this distribution, calculate the probability that it is positive.
iii) Calculate mean and variance.

END OF EXAM PAPER
KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO MARKETING; BA (M)–542
MBA – II

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

INSTRUCTIONS:
1. Attempt any 5 Questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device 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 criteria necessary for effective segmentation [04]
b) Briefly explain the reasons for positioning and repositioning of products & summarize the types of positioning strategies. [08]

Q2 a) Discuss how integrated marketing communication relates to the development of an optimal promotional mix. [06]
b) Describe the process of creating an advertisement. [06]

Q3 Identify the key elements of a customer–driven marketing strategy & discuss marketing management orientation that guide marketing strategy. [12]

Q4 Explain how changes in the demographic and economic environments affect marketing decisions & discuss how companies can react to the marketing environment. [12]

Q5 Discuss how to design sound business portfolios & develop strategies for growth & downsizing. [12]

Q6 a) Recognize the constraints on a firms pricing latitude & the objectives a firm has in setting prices. [06]
b) When does a price become a promotional pricing? What pitfalls does a firm risk in promotional pricing? [06]

Q7 a) Describe the roles that marketing channels & logistics play in marketing strategy. [06]
b) Briefly explain sub-optimization problem in logistics. [06]

END OF EXAM PAPER
Presented below is information related to Arthur Company. Prepare cash flow statement using the indirect method.

Arthur Company
Comparative Balance Sheet
December 2012

<table>
<thead>
<tr>
<th>Assets</th>
<th>2012</th>
<th>2011</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>54,000</td>
<td>37,000</td>
</tr>
<tr>
<td>Accounts Receivable</td>
<td>68,000</td>
<td>26,000</td>
</tr>
<tr>
<td>Inventories</td>
<td>54,000</td>
<td></td>
</tr>
<tr>
<td>Prepaid Expenses</td>
<td>4,000</td>
<td>6,000</td>
</tr>
<tr>
<td>Land</td>
<td>45,000</td>
<td>70,000</td>
</tr>
<tr>
<td>Building</td>
<td>200,000</td>
<td>200,000</td>
</tr>
<tr>
<td>Accumulated depreciation - building</td>
<td>(21,000)</td>
<td>(11,000)</td>
</tr>
<tr>
<td>Equipment</td>
<td>193,000</td>
<td>68,000</td>
</tr>
<tr>
<td>Accumulated depreciation - equipment</td>
<td>(28,000)</td>
<td>(10,000)</td>
</tr>
<tr>
<td>Total</td>
<td>569,000</td>
<td>386,000</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Liabilities and Stockholder's Equity</th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Accounts Payable</td>
<td>23,000</td>
<td>40,000</td>
</tr>
<tr>
<td>Accrued Expenses Payable</td>
<td>10,000</td>
<td>0</td>
</tr>
<tr>
<td>Bonds Payable</td>
<td>110,000</td>
<td>150,000</td>
</tr>
<tr>
<td>Common Stock (Rs 1 Par)</td>
<td>220,000</td>
<td>60,000</td>
</tr>
<tr>
<td>Retained Earnings</td>
<td>206,000</td>
<td>136,000</td>
</tr>
<tr>
<td>Total</td>
<td>569,000</td>
<td>386,000</td>
</tr>
</tbody>
</table>

Arthur Company
Income Statement
For the Year Ended December 31, 2012

<p>| | |</p>
<table>
<thead>
<tr>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>890,000</td>
</tr>
<tr>
<td>Cost of Goods Sold</td>
<td>465,000</td>
</tr>
<tr>
<td>Operating Expenses</td>
<td>221,000</td>
</tr>
<tr>
<td>Interest Expenses</td>
<td>12,000</td>
</tr>
<tr>
<td>Loss on sale of equipment</td>
<td>2,000</td>
</tr>
<tr>
<td>Income before Income Taxes</td>
<td>190,000</td>
</tr>
<tr>
<td>Income Tax Expense</td>
<td>65,000</td>
</tr>
<tr>
<td>Net Income</td>
<td>125,000</td>
</tr>
</tbody>
</table>

Additional Information:
1. Operating expenses include depreciation expense of Rs 33,000 and charges from prepaid expenses Rs 2,000. Interest Expense of Rs 12,000 was paid in cash.
2. Land was sold at its book value for cash.
3. Cash dividends of Rs 55,000 were declared and paid in 2012.
4. Equipment with a cost of Rs 166,000 was purchased for cash.
5. Equipment with a cost of Rs 41,000 and a book value of Rs 36,000 was sold for Rs 34,000 cash.
6. Bonds of Rs 10,000 were redeemed at their book value for cash. Bonds of Rs 30,000 were converted into common stock.
7. Common stock (Rs 1 par) of Rs 130,000 was issued for cash.

01/02
Q.2: Crown developers disposed of plant assets in the following transactions. Pass the entries for ALL of the cases.

1) Office equipment costing Rs. 140,000 was given to scrap dealer. No proceeds were received from the dealer. At the date of disposal accumulated depreciation on the office equipment was amounted to Rs. 119,000.

2) Crown sold land and a building for Rs. 6,300,000 receiving 2,000,000 in cash and a 5 year 10% note receivable for the remaining balance. Crown’s accounting records show the following amounts. Land Rs. 1,200,000, Building Rs. 3,500,000. Accumulated depreciation on building was Rs. 1,150,000.

3) Crown traded in an old truck for a new one. The old truck had cost Rs. 1,110,000 and accumulated depreciation amounted to Rs. 700,000. The list price of the new truck was 1,700,000. Crown received Rs. 500,000 trade in allowance.

Q.3: The stockholder’s equity of LDL Corporation at December 31, 2012 is shown below:

| Common stock Rs10 par, 100,000 shares authorized, 40,000 shares issued | Rs 400,000 |
| Additional paid in capital: common stock | 200,000 |
| Total paid in capital | 600,000 |
| Retained earnings | 1,500,000 |
| Total stockholder’s equity | 2,100,000 |

During 2013, the following transactions effecting stockholder’s equity occurred.

(i) A 5-for-4 stock split was proposed and 10,000 new shares were distributed to stockholders.
(ii) The company purchased 2000 shares of its common stock on the open market at Rs37/share.
(iii) The company reissued 1000 shares of treasury stock at Rs45 per share.
(iv) Issued for cash 20,000 shares of previously unissued Rs8 par value common stock at a price of Rs45 per share.
(v) A cash dividend of Rs1 per share was declared and payable on December 31.
(vi) A 10% of the outstanding stocks dividend was declared. The market price was Rs48.

Net income for the year was Rs177,000.

Required:
1. Prepare journal entries to record the transactions related to stockholder’s equity.

Q.4: The following data apply to Lawrence Company (millions of dollars):

| Cash and marketable securities | Rs 100 |
| Fixed Assets | Rs 283.5 |
| Sales | Rs 1000 |
| Net Income | Rs 50 |
| Quick ratio | 2 |
| Current Ratio | 3 |
| DSO (days sales outstanding) | 40.55 days |
| ROE | 12% |

The company’s equity side consists of common equity, current liabilities and long-term debt.

Required: Find the following:
a) Accounts Receivable  b) Current Liabilities  c) Current Assets  d) Total Assets  e) Return on Assets  f) Long term debt

Q.5: Johnston Co. on November 1, 2013 borrowed Rs. 1,000,000 from a bank issuing a three month 12% note.

Required:
Make entries in general journal of Johnston Co. relating to; issue of note on November 1; accrual of interest on December 31; and payment of note on February 1, assuming that the note was drawn as follows:

1) Face value of note Rs. 1,000,000 with interest stated separately.
2) With interest included in the face value of the note.

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

Q-1 a) Differentiate between intranet, extranet and internet?
   b) Explain the difference between LAN and WAN

Q-2 a) You are offered a choice between two networks. Network A will usually transmit a file of 200 Megabytes in less than 20 seconds, Network B runs at a speed of 80 Megabits per second. Which would you choose?
   b) What is the role of database and DBMS in information system explain with the help of examples?

Q-3 a) What is office automation? Define its tools completely in detail.
   b) What are the advantages of using computers for business?

Q-4 a) What do you understand by 'Transaction Processing Systems'? How it be effective in Marketing and Finance? Give suitable examples.
   b) Explain purpose Electronic data interchange (EDI) in supply chain management, and illustrate how EDI can restructure business relationships among Organizations. Give its competitive advantages.

Q-5 a) Define what do we mean by an ELECTRONIC-Market place?
   b) How the transactions are being coordinated over the electronic market? and who takes the responsibility of managing all those transactions?

END OF EXAM PAPER
KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES  
HUMAN RESOURCE MANAGEMENT; BA (M)–552  
MBA – II  

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

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

Q1 a) Describe the Purpose and primary objectives of an HR department.  
     [08]  
     b) Identify the internal Organizational Challenges to Human Resource management.  
     [04]  

Q2 a) Explain how training and development differ.  
     [06]  
     b) How Training benefits the Organization?  
     [06]  

Q3 a) Explain the uses of performance appraisals.  
     [06]  
     b) Discuss HR department’s role in performance appraisals.  
     [06]  

Q4 a) Suppose you are a department manager with twenty four employees and have been asked to determine the training needs of your group by the training specialists in the HR department. What approaches would you use to make this assessment?  
     [06]  
     b) How is information Technology facilitating the functions of HRM?  
     [06]  

Q5 a) Discuss different job – redesign techniques used to improve the quality of work life.  
     [06]  
     b) Effective and efficient communication is the key to all HRM functions – Discuss.  
     [06]  

Q6 Write short notes on any 4 of the following:  
     [12]  
     1. Key human resource activities  
     2. Steps in the evaluation of training and development  
     3. Job description  
     4. Guidelines for effective performance evaluation  
     5. Interviews  
     6. Staffing  
     7. Motivation  

END OF EXAM PAPER
The following information for the year ended December 31, 2001.

<table>
<thead>
<tr>
<th></th>
<th>End of year</th>
<th>Beginning of year</th>
</tr>
</thead>
<tbody>
<tr>
<td>Materials</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Work in process</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Finished goods inventory</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct material used</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Direct labor used</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Selling expenses</td>
<td></td>
<td></td>
</tr>
<tr>
<td>General and administrative expenses</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Overhead is applied to production at a rate of Rs 24 per direct labor hour. Direct labor workers logged 8,000 hours during period.

**Q2**

On October 1, the Fahad Company had the following inventories:
Materials, 200% of WIP beg; WIP, 2/6 of finished goods (beg.); and finished goods, Rs 36,000.

During the month, materials purchases totaled Rs 56,000. Direct labor for October was 5% of sales, at a uniform wage of Rs 6.40 per hour. Marketing and administrative expenses for the month amounted to 10% of net sales.

Inventories on October 31 were as follows:
Materials 20,000; WIP 20% of Direct labor for October; and finished goods, Rs 40,000. Net sales for October totaled 5 times of finished goods ending. FOH is applied on the basis of Rs 8 per direct labor hour.

**Q3**

Mazhar Corporation uses a process cost system and the weighted average cost flow assumption. Production begins in the Fabricating Department where materials are added at the beginning of the process and conversion costs are incurred uniformly throughout the process. On March 1, the beginning work in process inventory consisted of 20,000 units which were 60% complete and had a cost of Rs 190,000, Rs 145,000 of which were materials costs. During March, the following occurred:

<table>
<thead>
<tr>
<th></th>
<th>Rs</th>
</tr>
</thead>
<tbody>
<tr>
<td>Materials added</td>
<td>305,000</td>
</tr>
<tr>
<td>Conversion costs incurred</td>
<td>120,000</td>
</tr>
<tr>
<td>Units completed and transferred out in March</td>
<td>50,000</td>
</tr>
<tr>
<td>Units in ending work in process March 31 (20% complete)</td>
<td>25,000</td>
</tr>
</tbody>
</table>

**Q4**

Lasani Company uses a job order cost system in each of its two manufacturing departments. Manufacturing overhead is applied to jobs on the basis of direct labor cost in Department A and machine hours in Department B.

In establishing the predetermined overhead rates for 2002, the following estimates were made for the year:

<table>
<thead>
<tr>
<th>Department</th>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Manufacturing overhead</td>
<td>Rs 2,100,000</td>
<td>Rs 1,600,000</td>
</tr>
<tr>
<td>Direct labor cost</td>
<td>1,200,000</td>
<td>1,200,000</td>
</tr>
<tr>
<td>Direct labor hours</td>
<td>100,000</td>
<td>100,000</td>
</tr>
<tr>
<td>Machine hours</td>
<td>200,000</td>
<td>400,000</td>
</tr>
</tbody>
</table>

Cont...
During January the job cost sheet showed the following costs and production data:

<table>
<thead>
<tr>
<th>Department</th>
<th>A</th>
<th>B</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct materials used</td>
<td>Rs 195,000</td>
<td>Rs 128,000</td>
</tr>
<tr>
<td>Direct labor cost</td>
<td>100,000</td>
<td>110,000</td>
</tr>
<tr>
<td>Manufacturing overhead incurred</td>
<td>180,000</td>
<td>135,000</td>
</tr>
<tr>
<td>Direct labor hours</td>
<td>8,000</td>
<td>8,400</td>
</tr>
<tr>
<td>Machine hours</td>
<td>16,000</td>
<td>34,000</td>
</tr>
</tbody>
</table>

Required:
(a) Compute the predetermined overhead rate for each department.
(b) Compute the balance in the Manufacturing Overhead account at the end of January and indicate whether overhead is over- or under-applied.

Q5 Adil Company is a manufacturing firm that uses job-order costing. At the beginning of the year, the company’s inventory balances were as follows:
Raw materials ................................ Rs 36,000
Work in process ............................. Rs 41,000
Finished goods ............................... Rs 104,000

The company applies overhead to jobs using a predetermined overhead rate based on machine-hours. At the beginning of the year, the company estimated that it would work 21,000 machine-hours and incur Rs 210,000 in manufacturing overhead cost. The following transactions were recorded for the year:

a. Raw materials were purchased, Rs 346,000.
b. Raw materials were requisitioned for use in production, Rs 338,000 (Rs 302,000 direct and Rs 36,000 indirect).
c. The following employee costs were incurred: direct labor, Rs 360,000; indirect labor, Rs 68,000; and administrative salaries, Rs 111,000.
d. Selling costs, Rs 153,000.
e. Factory utility costs, Rs 29,000.
f. Depreciation for the year was Rs 102,000 of which Rs 93,000 is related to factory operations and Rs 9,000 is related to selling and administrative activities.
g. Manufacturing overhead was applied to jobs. The actual level of activity for the year was 19,000 machine-hours.
h. The cost of goods manufactured for the year was Rs 870,000.
i. Sales for the year totaled Rs 1,221,000 and the costs on the job cost sheets of the goods that were sold totaled Rs 855,000.
j. The balance in the Manufacturing Overhead account was closed out to Cost of Goods Sold.

Required:
i) Prepare the appropriate journal entry for each of the items above (a. through j.). You can assume that all transactions with employees, customers, and suppliers were conducted in cash.

Q6 Eastern Company uses a standard cost system in which manufacturing overhead is applied to units of product on the basis of standard direct labor-hours (DLHs). The denominator activity level is 60,000 direct labor-hours, or 300,000 units.

• A standard cost card for the company’s product follows:

<table>
<thead>
<tr>
<th>Standard quantity or hours</th>
<th>Standard price or rate</th>
<th>Standard cost</th>
</tr>
</thead>
<tbody>
<tr>
<td>Direct materials ..........</td>
<td>0.25 kilogram</td>
<td>Rs 16 per kilogram</td>
</tr>
<tr>
<td>Direct labor ..............</td>
<td>0.20 DLH</td>
<td>Rs 10 per DLH</td>
</tr>
<tr>
<td>Variable overhead ........</td>
<td>0.20 DLH</td>
<td>Rs 5 per DLH</td>
</tr>
<tr>
<td>Fixed overhead ..........</td>
<td>0.20 DLH</td>
<td>Rs 10 per DLH</td>
</tr>
<tr>
<td>Total standard cost ......</td>
<td></td>
<td>Rs 9</td>
</tr>
</tbody>
</table>

• Actual data for the year follow:
Units produced and sold ............................................. 330,000
Actual direct labor-hours worked .................................. 64,800
Actual variable manufacturing overhead cost .................. Rs 327,240
Actual fixed manufacturing overhead cost ..................... Rs 612,000

Required:
a. Compute the variable manufacturing overhead spending and efficiency variances.
b. Compute the fixed manufacturing overhead budget and volume variances.
INSTRUCTIONS:

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

Q1 a) Explain the main factor responsible for agricultural backwardness in Pakistan.

b) How far the availability of cheap credit can help to resolve these problems of agricultural sector? Explain.

Q2 Acute shortage of electricity is a severe blow to the economic and industrial development of a country. Explain with reference to the adverse effects of load-shading in Pakistan.

Q3 Trade movement of a country depends a lot on the devaluation of currency. Discuss devaluation of Pakistani rupee and its after effect on the currency.

Q4 The industrial sector of Pakistan is backward as its progress is not satisfactory discuss atleast six remedial measures taken by the government of Pakistan to improve the efficiency of Industrial sector.

Q5 Pakistan can be better by adopting the export expansion strategies rather than import substitutes. Discuss.

OR

Government has an important responsibility to support large scale industry. Discuss the deteriorating conditions of Pakistan steel and government continues funding to its revival. Suggests steps to make Pakistan steel a viable and profitable organization.

Q6 Write short notes on any 2 of the following:
1. Role of foreign private investment in the economic development of Pakistan
2. Role of commercial bank
3. Income inequalities in Pakistan
4. Role of Private and Public sector in the industrialization of Pakistan
INSTRUCTIONS:
1. Attempt any 5 questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students must have to remove the batteries of these devices before entering the examination hall.

Q.1 Discuss the various stages involved in satisfying a customer’s need. Which of these stages form a part of production and operations management?

Q.2 Explain how operations can be used as a competitive weapon.

Q.3 Distinguish between design capacity and system capacity. Briefly explain different long-term and short-term capacity strategies.

Q.4 The traditional role of suppliers has altered in present day. Discuss this in the light of the role of suppliers in the supply chain management (SCM).

Q.5 Describe the basic concepts of EOQ (Economic Order Quantity) and its application in inventory management.

Q.6 What is the purpose of material requirement planning (MRP)? Elucidate the steps of MRP computations.

Q.7 Just-in-Time (JIT) is an integrated set of activities designed to achieve high-volume production using minimal inventories of raw materials, work in progress, and finished goods. Discuss the prerequisites for implementing JIT.

Q.8 Operations research (OR) is an interdisciplinary idea that uses thinking and also methods such as mathematical modeling, statistics and algorithms to arrive at optimal or near optimal solutions to complex problems in an organization. Briefly discuss the phases involved in OR methodology.

END OF EXAM PAPER
KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2014; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS FINANCE; BA (M)-621
MBA – III

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

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

Q1 a) What is the present value of the perpetuity of $100 per year if the discount rate is 7 percent? What would happen to the value of the perpetuity if interest rate would be double?

Q1 b) Your friend borrows Rs. 100,000 and promises to repay Rs. 200,000. If you want at least a return of 12% on your loan, within how many years must he pay you back?

Q2 a) Cash flows are given more importance than profits in finance. Why? How does it relate to the objective of the firm?

Q2 b) Elaborate at least five potential problems with ratio analysis?

Q3 a) What is the operating cash conversion cycle? What does it measure? What are the benefits to reduce it?

Q4 From the given data find the following ratios:

<table>
<thead>
<tr>
<th>Assets</th>
<th>Liabilities + Stockholder’s Equity</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash</td>
<td>500 accounts payable</td>
</tr>
<tr>
<td>Marketable securities</td>
<td>300 Notes Payable</td>
</tr>
<tr>
<td>Accounts receivable</td>
<td>900 Current liabilities</td>
</tr>
<tr>
<td>Inventory</td>
<td>1200 Long term debt</td>
</tr>
<tr>
<td>Current assets</td>
<td>2900 Common stock</td>
</tr>
<tr>
<td>Fixed assets</td>
<td>7100 Retained earning</td>
</tr>
<tr>
<td>Total assets</td>
<td>10000 Total liabilities and stockholder’s equity</td>
</tr>
</tbody>
</table>

Required:
1. Fixed asset turnover  
2. Current ratio  
3. Quick ratio  
4. Debt– Equity ratio  
5. Times interest earned

Q5 The Company has a project with the following cash flows and cost of capital is 10%.

<table>
<thead>
<tr>
<th>YEAR</th>
<th>Cash flows</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>200,000</td>
</tr>
<tr>
<td>1</td>
<td>50,000</td>
</tr>
<tr>
<td>2</td>
<td>100,000</td>
</tr>
<tr>
<td>3</td>
<td>150,000</td>
</tr>
<tr>
<td>4</td>
<td>40,000</td>
</tr>
<tr>
<td>5</td>
<td>25,000</td>
</tr>
</tbody>
</table>

Required:

a) Calculate project’s payback period, discounted payback period, net present value (NPV) and internal rate of return?

Q6 a) Differentiate between:

i) Primary market & secondary market  
ii) Operating leverage & financial leverage  
iii) Business risk & Financial risk  
iv) Diversified and non-diversified risk

b) Explain how the CAPM relates risk and return?

c) What does the “Weight” refer to in the Weighted Average Cost of Capital?

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

Q.1 a) Define (1) Parameter and Statistic (2) Descriptive and Inferential Statistics. (03)

b) The mean and variance of a normal random variable x are 50 and 25 respectively. Find P(37.5 ≤ x ≤ 62.5) (09)

Q.2 a) Define sampling distribution of sample mean \( \bar{x} \). What are its properties? (03)

b) What is the probability of drawing a random sample with a mean of 30 or more from a population with mean of 28? The sample size is 100 and the population variance is 64. (09)

Q.3 a) Define Pooled Variance. (03)

b) Given two random samples of size \( n_1 = 9 \) and \( n_2 = 16 \) from two independent normal populations with
\[
\begin{align*}
\bar{x}_1 &= 64; & \bar{x}_2 &= 52; & s_1^2 &= 36; & s_2^2 &= 25
\end{align*}
\]
Find a 95% confidence interval for (\( \mu_1 - \mu_2 \)). Assume \( \sigma_1 = \sigma_2 \). (09)

Q.4 Draw all possible samples of size 2 with replacement from the population 6, 9, 15.
Verify that (i) \( E(\bar{x}) = \mu \) and (ii) \( V(\bar{x}) = \frac{\sigma^2}{n} \) (12)

Q.5 a) Define Type – I and Type – II errors. (03)

b) An ambulance service claims that it takes it on the average not more than 10 minutes to reach its destination in emergency calls. To test this claim, the time taken to reach the destination on 50 randomly chosen emergency calls were observed. The mean and standard deviation of the sample were computed as \( \bar{x} = 11.2 \) minutes and \( s = 3.1 \) minutes. At 0.05 level of significance, does this constitute evidence that the figure claimed is too low? (09)

Q.6 a) Find a 95% confidence interval for the mean of a normal population if a random sample of 16 values with mean 41.5 inches and standard deviation 9 inches is drawn from this population. (03)

b) Two machines are used to cut steel bars of equal length. A random sample of 50 bars, cut on machine 1, gives mean of 55.6 inches with a standard deviation of 0.10 inches. Another random sample of 50 bars, cut on machine 2, gives a mean of 55.5 inches with standard deviation of 0.12 inches. At the 0.05 level of significance, are the machines cutting bars of equal length? (09)
Q.7 a) Define Null and Alternate hypotheses. 
   b) A market researcher believes that in a certain population the proportion of persons 
      preferring brands A, B, C and D of tooth paste are 0.30, 0.60, 0.08 and 0.02 
      respectively. A simple random sample of 600 persons drawn from the population shows 
      the following preferences:

<table>
<thead>
<tr>
<th>Brand</th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>192</td>
<td>342</td>
<td>44</td>
<td>22</td>
</tr>
</tbody>
</table>

Do these data provide sufficient evidence to reject the research's belief at $\alpha = 0.01$?

Q.8 a) What is a time series? Describe its components.
   b) Determine a least square equation of trend line fitted to the following data.
      Estimate the value for the year 2016.

<table>
<thead>
<tr>
<th>Years</th>
<th>Values</th>
</tr>
</thead>
<tbody>
<tr>
<td>2005</td>
<td>12</td>
</tr>
<tr>
<td>2006</td>
<td>21</td>
</tr>
<tr>
<td>2007</td>
<td>23</td>
</tr>
<tr>
<td>2008</td>
<td>35</td>
</tr>
<tr>
<td>2009</td>
<td>30</td>
</tr>
<tr>
<td>2010</td>
<td>62</td>
</tr>
<tr>
<td>2011</td>
<td>56</td>
</tr>
<tr>
<td>2012</td>
<td>59</td>
</tr>
<tr>
<td>2013</td>
<td>62</td>
</tr>
</tbody>
</table>

Selected Values From Statistical Tables

<table>
<thead>
<tr>
<th>t values</th>
<th>$\chi^2$ values</th>
</tr>
</thead>
<tbody>
<tr>
<td>d.f.</td>
<td>0.025</td>
</tr>
<tr>
<td>15</td>
<td>2.131</td>
</tr>
<tr>
<td>23</td>
<td>2.069</td>
</tr>
</tbody>
</table>

z | 0.00 | 0.06 |
-2.5 | 0.0062 | 0.0052 |
-1.9 | 0.0287 | 0.0250 |
1.9 | 0.9713 | 0.9750 |
2.5 | 0.9938 | 0.9948 |

END OF EXAM PAPER
INSTRUCTIONS:

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

Q.1 Elaborate the importance, nature and functions of marketing research.

Q.2 What are the Types of Errors Affecting Experimental Results? Compare Laboratory Experiments and Field Experiments.

Q.3 Discuss different types of questionnaire with examples.

Q.4 Discuss the Concept, Scales and Components of Measurement in marketing research.

Q.5 Discuss the different types of collecting primary data.

Q.6 Write notes on the following:

   (i) Decision Support System
   (ii) The Nature of Ethical Issues in Marketing Research
   (iii) The Methods of Determining Sample Size
INSTRUCTIONS:
1. Attempt any 5 questions, all carry equal marks. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device will not be allowed in the examination room. Students will have to remove the batteries of these devices before entering the examination hall.

Q-1 Let’s suppose you have been appointed as MIS Manager in an Organization, enlist the major problems and challenges that could be encountered during Management Information System implementation.

Q-2 Explain how does Executive Information System (EIS) supports management to achieve the organizational goals and used as problem solving tool in an Organization.

Q-3 What do you mean by business intelligence? List down the Business Intelligence characteristics of Expert systems.

Q-4 (a) Describe why System Analysis and Design methodology is mandatorily required for business application development?
(b) State, the phases involved in business system analysis and designing.

Q-5 Give reason, why database is indispensable part for automation? Enlist the advantages of RDBMS and also describe how database maintain Data integrity and consistency?

Q-6 Write down the key distinguishing points between in the following with suitable examples.
   a) Client and Server
   b) Network and Data Communication
   c) Expert System and Artificial Intelligence

END OF EXAM PAPER
INSTRUCTIONS:
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Q1. Provided data is about sales and commission which is given to sales staff. Estimate the sales commission for the month of January 2014 if sales Rs.190,000. Use scattered graph method.

<table>
<thead>
<tr>
<th>Months 2013</th>
<th>Sales (Rs)</th>
<th>Sales Commission (Rs)</th>
</tr>
</thead>
<tbody>
<tr>
<td>January</td>
<td>173,600</td>
<td>4,127</td>
</tr>
<tr>
<td>February</td>
<td>190,400</td>
<td>4,207</td>
</tr>
<tr>
<td>March</td>
<td>235,600</td>
<td>5,083</td>
</tr>
<tr>
<td>April</td>
<td>96,000</td>
<td>2,857</td>
</tr>
<tr>
<td>May</td>
<td>36,000</td>
<td>1,871</td>
</tr>
<tr>
<td>June</td>
<td>74,400</td>
<td>2,696</td>
</tr>
<tr>
<td>July</td>
<td>210,800</td>
<td>4,670</td>
</tr>
<tr>
<td>August</td>
<td>240,600</td>
<td>5,148</td>
</tr>
<tr>
<td>September</td>
<td>84,000</td>
<td>2,691</td>
</tr>
<tr>
<td>October</td>
<td>12,400</td>
<td>1,588</td>
</tr>
<tr>
<td>November</td>
<td>72,000</td>
<td>2,454</td>
</tr>
<tr>
<td>December</td>
<td>136,400</td>
<td>3,529</td>
</tr>
</tbody>
</table>

Q2. Selling price Rs. 30, Direct material Rs. 8, Direct labor Rs. 4, FOH variable Rs. 2 FOH fixed Rs. 40,000, Selling variable Rs. 2 fixed Rs. 30,000

<table>
<thead>
<tr>
<th>Year 1</th>
<th>Year 2</th>
</tr>
</thead>
<tbody>
<tr>
<td>Beginning inventory</td>
<td>0</td>
</tr>
<tr>
<td>Production</td>
<td>40000</td>
</tr>
<tr>
<td>Unit sold</td>
<td>35000</td>
</tr>
<tr>
<td>Ending Inventory</td>
<td>5000</td>
</tr>
</tbody>
</table>

Required:
(a) Prepare statement for two years according to absorption costing and variable costing method. Follow FIFO method.
(b) Prepare reconciliation statement.

Q3. Sale Chicken 1 Kg Rs.250
Cost of chicken Rs.160
Process cost Rs.7
Profit Rs.83

Firm decides to sell chicken in parts like wing, chest piece and drum stick.
The estimated prices of above products are Wings Rs.180 Kg, Chest piece Rs.320 kg and Drum stick Rs.300 Kg. if we split 1 kg chicken in these products. Firm estimated that following yield can be obtained from 1 Kg chicken, 100 grams wing, 280 grams drum sticks and 500 gram chest piece. The process cost of splitting chicken is Rs.18.

Required: Should it be sell or process further?
Q4. The controller for Hakim Photographic Supply has established the following cost pools and cost drivers:

<table>
<thead>
<tr>
<th>Activity Cost Pool</th>
<th>Budgeted Cost</th>
<th>Cost Driver</th>
<th>Budgeted Level for Driver</th>
<th>Pool Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Machine setups</td>
<td>Rs. 200,000</td>
<td>Number of setups</td>
<td>100</td>
<td>Rs. 2,000 per setup</td>
</tr>
<tr>
<td>Material handling</td>
<td>100,000</td>
<td>Pounds of raw material</td>
<td>50,000</td>
<td>Rs. 2 per pound</td>
</tr>
<tr>
<td>Hazardous waste control</td>
<td>50,000</td>
<td>Pounds of hazardous chemicals</td>
<td>10,000</td>
<td>Rs. 5 per pound</td>
</tr>
<tr>
<td>Quality control</td>
<td>75,000</td>
<td>Number of inspections</td>
<td>1,000</td>
<td>Rs. 75 per inspection</td>
</tr>
<tr>
<td>Other overhead costs</td>
<td>200,000</td>
<td>Machine hours</td>
<td>20,000</td>
<td>Rs. 10 per machine hr.</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>Rs. 625,000</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

An order for 1,200 boxes of film-development chemicals has the following production requirements:

- Machine setups: 8
- Pounds of raw materials: 16,000
- Pounds of hazardous chemicals: None
- Inspections: 4
- Machine hours: 400
- Direct materials and labor cost: Rs. 24,000

Hakim established a target price by adding a 40% markup to total manufacturing cost.

**Required:**

1. Determine the order’s target price by using the activity-cost pools.
2. Assume that Hakim used a single, combined overhead rate based on weight of raw materials.
   a. Determine the predetermined overhead rate.
   b. Determine the expected cost of the order.
   c. Determine the target price.
3. Which approach above (“A” or “B”) seems to be a more reasonable method to establish target prices? Explain.

Q5. a) Fill in the missing figures with calculation must be shown.

<table>
<thead>
<tr>
<th></th>
<th>A</th>
<th>B</th>
<th>C</th>
<th>D</th>
<th>E</th>
</tr>
</thead>
<tbody>
<tr>
<td>Selling price per unit Rs.</td>
<td>?</td>
<td>50</td>
<td>20</td>
<td>?</td>
<td>30</td>
</tr>
<tr>
<td>Variable cost as % of selling price</td>
<td>60</td>
<td>?</td>
<td>75</td>
<td>75</td>
<td>?</td>
</tr>
<tr>
<td>No. of units sold</td>
<td>10000</td>
<td>4000</td>
<td>?</td>
<td>6000</td>
<td>5000</td>
</tr>
<tr>
<td>Contribution Margin Rs.</td>
<td>20000</td>
<td>80000</td>
<td>?</td>
<td>25000</td>
<td>50000</td>
</tr>
<tr>
<td>Fixed costs Rs.</td>
<td>12000</td>
<td>120000</td>
<td>?</td>
<td>10000</td>
<td>?</td>
</tr>
</tbody>
</table>

b) Prove which cost structure has more operating leverage and risky. Prove with help of DOL, Breakeven point and Margin of safety

(1) Total cost= 6X + 40000
(2) Total cost= 4X+80000

Q6. a) Define committed and discretionary fixed cost. Now a day’s Third party contract is popular method of hiring, how this method provides the flexibility to cost managers to change the cost structure according to the business trend?

b) How the time and legal factors affect on the behavior of the cost?

c) Define CVP analysis. Discuss about the assumptions of breakeven analysis.

d) Define relevant range, degree of operating leverage and relevant information.

END OF EXAM PAPER
INSTRUCTIONS:
1. Attempt any 6 questions. Do not write anything on the question paper.
2. Use of mobile phones or any other communicating device is not allowed in the examination room. Students are required to remove the batteries of these devices before entering the examination hall.

Q1 Explain briefly six point technique of verification and analytical procedure

Q2 During the conduct of Audit of manufacturing concern what are the principle application of Audit technique and its procedures?

Q3 Explain the terms “Controlling of an Audit and its procedure."

OR

Meaning of Audit evidence and its types of procedure

Q4 Differentiate between Internal Audit, External Audit and Statutory Audit.

Q5 Define Audit report and explain purpose of Audit report.

Q6 You are the auditor of “Dux stationery”, and you have been asked to suggest how audit work should be carried out on fixed assets?

Q7 Write short notes on any 4 of the following:
   A) Audit engagement letter
   B) Audit report
   C) Qualified and unqualified report
   D) Kinds of audit
   E) Activities of internal Audit
   F) Objectives of auditing

END OF EXAM PAPER
INSTRUCTIONS:
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Q1 Define International Marketing and International Task with respect to macro environment of home & host country?

Q2 Why International Planning is important and Explain International Planning process in detail?

Q3 Discuss International Pricing Policy and International Pricing Approaches?

Q4 Explain the significance of International Marketing with respect of economic development of a under developed country?

Q5 a) Discuss counter trade and its types.
    b) Define dumping and forefaiting.

Q6 Explain below mention entry level strategies
   (a) Franchising    (b) Joint Venture     (c) Licensing     (d) FDI?

Q7 Why International Research is significance and why cultural elements are important to observe and study in international launching?

END OF EXAM PAPER
INSTRUCTIONS:
1. Attempt 5 questions, where Q1 is compulsory. Do not write anything on the question paper.
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Q1 a) Differentiate between Article and Memorandum of Associations of a company.
b) State the essential provision related to Memorandum of Banking Company.
c) State the role of SBP in the formation of banking company. (Other than Securities and Exchange Commission of Pakistan and Corporate Law Authority)

Q2 Differentiate the following:
- a) Holder and Holder in due course
- b) General Crossing and Special Crossing.
- c) Promissory note and bill of exchange
- d) Cheque, Payorder and Demand Draft

Q3 a) Define the principles of lending.
b) Explain the types of securities require for commercial advances.

Q4 a) As per section 122A of Negotiable Instrument Act, under what circumstances banker’s authority is revoked for the payment of cheque.
b) Describe the circumstances under which bankers are not obliged to compliance the secrecy obligation of the customer.

Q5 a) Explain the concept and advantages of branchless banking.
b) Describe the types of alternate service delivery channel provided by banks (only give the names and one use/example of such channels)

Q6 Briefly define the following Interest free (Islamic banking) financing products.
- a) Mudarabah
- b) Musharika
- c) Ijarah
- d) Sukuk.

END OF EXAM PAPER
INSTRUCTIONS:
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Q.1. Persuasion is an important task for companies and the sales staff. How is this important ingredient utilized in Advertising campaigns? Illustrate with the help of examples.

Q.2. Define an advertising agency. Also details briefly various types of advertising agencies.

Q.3 Explain the importance of creativity. What is the significance of a copywriter in relation to other members of creative team?

Q.4. How do marketing and advertising plans relates to each other? Explain the difference between objectives and strategies in marketing and advertising plans?

Q.5. Write a note of personal selling. Describe sales promotion strategies and tactics for a pharmaceutical organization.

Q.6. Give a detailed account of different advertising media currently used in Pakistan and describe their significance.

END OF EXAM PAPER
INSTRUCTIONS:
1. Attempt all questions. Do not write anything on the question paper.
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Q.1 a. Describe briefly the aspects of a business environment.
   b. Why are the capital expenditure often the most important decision taken by a firm?

Q.2 Describe briefly the aspects of business environment that need to be monitor as well as the dimensions along which a firm may appraise its strengths and weakness for identifying investment opportunities.

Q.3 National Logistics is considering two mutually exclusive projects X and Y. The expected cash flow of these projects are as under:

<table>
<thead>
<tr>
<th>Project</th>
<th>X (Rs. 000)</th>
<th>Y (Rs. 000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>5,000</td>
<td>4,000</td>
</tr>
<tr>
<td>1</td>
<td>7,000</td>
<td>7,500</td>
</tr>
<tr>
<td>2</td>
<td>4,000</td>
<td>7,000</td>
</tr>
<tr>
<td>3</td>
<td>6,000</td>
<td>6,000</td>
</tr>
<tr>
<td>4</td>
<td>4,000</td>
<td>7,000</td>
</tr>
</tbody>
</table>

Required:
   a. IRR and MIRR of the X and Y Projects.
   b. Present Value of the projects. Cost of capital is 12% and the re-investment rate is 14%.
   c. Which project is better for investment?

Q.4 The expected cash flow of two alternative investments of A and B are:

<table>
<thead>
<tr>
<th>Investment</th>
<th>A (Rs. 000)</th>
<th>B (Rs. 000)</th>
</tr>
</thead>
<tbody>
<tr>
<td>0</td>
<td>-850</td>
<td>-900</td>
</tr>
<tr>
<td>1</td>
<td>150</td>
<td>200</td>
</tr>
<tr>
<td>2</td>
<td>140</td>
<td>250</td>
</tr>
<tr>
<td>3</td>
<td>160</td>
<td>150</td>
</tr>
<tr>
<td>4</td>
<td>180</td>
<td>200</td>
</tr>
<tr>
<td>5</td>
<td>100</td>
<td>300</td>
</tr>
<tr>
<td>6</td>
<td>300</td>
<td>400</td>
</tr>
</tbody>
</table>

Required:
   a. For each project A and B calculate precisely the payback periods, Net Present Value and Benefit Cost Ratio. Assuming a discount rate of 14%.
   b. Out the above two projects which one is acceptable on the basis of the above criteria?

Q.5 a. Discuss the key business consideration relevant for a project financing decision.
   b. What is present and future values of an income stream of Rs.5,000 per year for the first 5 years and then Rs.6,000 a year forever there-after, if the discount rate is 12%.

END OF EXAM PAPER