

**APPEARANCE OF MOBILE PHONE(S) / SMART DEVICE(S) SUBJECT TO CONSIDERED AS AN
ACT OF CHEATING**

College Name: _____

Student Name: _____ Seat No: _____

Copy No: _____

**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
BUSINESS COMMUNICATION – I; BA (M)–501 (PART B)
MBA – I**

Date: June 22, 2015

**Max Time: 90 Mins
Max Marks: 40**

INSTRUCTIONS:

- 1. Attempt any 15 questions.**
- 2. Give brief answers to the following questions. Answers more than 03 lines will not be considered for checking / marking.**
- 3. Do not write anything on the question paper.**
- 4. 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.**

- Q01. What is the use of a glossary?
- Q02. How does a proposal differ from a report?
- Q03. How does keeping messages concise help make our communication more effective?
- Q04. What is the use of a title fly'.
- Q05. Why may appendixes be attached to a report?
- Q06. What tone should be adopted in writing a persuasive message?
- Q07. How does Maslow's Hierarchy of Needs theory help in writing a persuasive message?
- Q08. How are reports classified?
- Q09. Highlight the importance of nonverbal communication.
- Q10. What steps should be taken in building for an emotional appeal?
- Q11. How can you offer a reason for the reader to act promptly?
- Q12. Why should a request be avoided in the subject line?
- Q13. To what extent does office stationery impact the affectivity of communication?
- Q14. When writing a bad-news message with indirect approach why it is important to use a buffer first and then a logical reason?
- Q15. Why is it important to know your audience well before you structure your message and chose a medium to transmit the message?
- Q16. Highlight the steps involved in choosing a persuasive strategy.
- Q17. How do barriers impact our messages?

END OF SUBJECTIVE PAPER

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
BUSINESS ECONOMICS; BA (M)–511 (PART B)
MBA – I**

Date: June 15, 2015

**Max Time: 120 Mins
Max Marks: 30**

INSTRUCTIONS:

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

Q.2: Answer the following questions?

- a) What do you understand by economic and non-economic activities?
- b) Define business organization.
- c) What is meant by business ownership?
- d) What economic objectives does a business have?

Q.3: What are fallacies in each of the following statements?

- a) Management decision problems are not encountered by government agencies or non-profit organizations.
- b) The economic theory of the firm assumes that businesses attempt to maximize their contribution to social welfare.
- c) An increase in the uncertainty associated with a firm's cash flows will cause a decrease in the discount rate that is applied to the valuation of the firm.
- d) Business profit is generally less than economic profit.

Q.5: Evaluate the view that greater economic efficiency will always be achieved in perfect competition as compared to monopoly

Q.6: Explain with examples how the nature of consumer decision-making varies based on the category of products being purchased. You are a marketer, how do you need to be aware of it?

END OF SUBJECTIVE PAPER

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015
FUNDAMENTALS OF ACCOUNTING; BA (M)-521 (PART B)
MBA – I**

Date: June 26, 2015

Max. Time: 100 Mins

Max. Marks: 30

INSTRUCTIONS:

- 1. Attempt 3 questions where Q1 is compulsory. 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 Adjusting and Reversing Entries.

The following list of accounts and their balances represents the unadjusted trial balance of Asif Company at December 31, 2012:

Cash	Rs 29,090	
Equity Investments (trading)	60,000	
Accounts Receivable	69,000	
Allowance for Doubtful Accounts		Rs 500
Inventory	54,720	
Prepaid Rent	36,000	
Plant Assets	160,000	
Accumulated Depreciation-Plant Assets		14,740
Accounts Payable		11,370
Bonds Payable		90,000
Common Stock		170,000
Retained Earnings		97,180
Sales Revenue		214,800
Cost of Goods Sold	154,400	
Freight-Out	11,000	
Salaries and Wages Expense	32,000	
Interest Expense	2,040	
Rent Revenue		21,600
Miscellaneous Expense	890	
Insurance Expense	11,050	
	Rs 620,190	Rs 620,190

Additional Data:

1. The balance in the Insurance Expense account contains the premium costs of three policies:
 - a. Policy 1, remaining cost of Rs 2,550, 1-yr. term, taken out on May 1, 2011;
 - b. Policy 2, original cost of Rs 7,200, 3-yr. term, taken out on Oct. 1, 2012;
 - c. Policy 3, original cost of Rs 1,300, 1-yr. term, taken out on Jan. 1, 2012.
2. On September 30, 2012, Asif received Rs 21,600 rent from its lessee for an eighteen month lease beginning on that date.
3. The regular rate of depreciation is 10% per year. Acquisitions and retirements during a year are depreciated at half this rate. There were no purchases during the year. On December 31, 2011, the balance of the Plant and Equipment account was Rs 240,000.
4. On December 28, 2012, the bookkeeper incorrectly credited Sales for a receipt on account in the amount of Rs 10,000.
5. At December 31, 2012, salaries and wages accrued but unpaid were Rs 4,200.
6. Asif estimates that 1% of sales will become uncollectible.
7. On August 1, 2012, Asif purchased, as a short-term investment, 60 Rs 1,000, 7% bonds of Allen Corp. at par. The bonds mature on August 1, 2013. Interest payment dates are July 31 and January 31.
8. On April 30, 2012, Asif rented a warehouse for Rs 3,000 per month, paying Rs 36,000 in advance.

Required:

- a) Record the necessary correcting and adjusting entries.
- b) Indicate which of the adjusting entries may be reversed at the beginning of the next accounting period.

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Q2 Naveed Boat Company's bank statement for the month of September showed a balance per bank of Rs 7,000. The company's Cash account in the general ledger had a balance of Rs 4,667 at September 30. Other information is as follows:

- 1) Cash receipts for September 30 recorded on the company's books were Rs 4,200 but this amount Deens not appear on the bank statement.
- 2) The bank statement shows a debit memorandum for Rs 40 for check printing charges.
- 3) Check No. 119 payable to Laiq Company was recorded in the cash payments journal and cleared the bank for Rs 248. A review of the accounts payable subsidiary ledger shows a Rs 36 credit balance in the account of Laiq Company and that the payment to them should have been for Rs 284.
- 4) The total amount of checks still outstanding at September 30 amounted to Rs 5,800.
- 5) Check No. 138 was correctly written and paid by the bank for Rs 429. The cash payment journal reflects an entry for Check No. 138 as a debit to Accounts Payable and a credit to Cash in Bank for Rs 492.
- 6) The bank returned an NSF check from a customer for Rs 550.
- 7) The bank included a credit memorandum for Rs 1,260 which represents collection of a customer's note by the bank for the company; principal amount of the note was Rs 1,200 and interest was Rs 60. Interest has not been accrued.

Required:

- (a) Prepare bank reconciliation for Naveed Boat Company at September 30.
- (b) Prepare any adjusting entries necessary as a result of the bank reconciliation.

Q3 For a business that makes advance provision for uncollectible receivables

- (a) Journalize the entries to record the following:
 - (1) Record the adjusting entry at December 31, the end of the fiscal year, to provide for doubtful accounts. The accounts receivable account has a balance of Rs 800,000, and the contra asset account before adjustment has a debit balance of Rs 600. Analysis of the receivables indicates doubtful accounts of Rs 20,000.
 - (2) In March of the following fiscal year, the Rs 550 owed by Faiz Co. on account is written off as uncollectible.
 - (3) Eight months later, Rs 200 of the Faiz Co. account is reinstated and payment of that amount is received.
 - (4) In October, Rs 400 is received on the Rs 600 owed by Deen Co. and the remainder is written off as uncollectible.
- (b) Based on the data in (a) (1) above, what is the net realizable value of the accounts receivable as reported on the balance sheet as of December 31?
- (c) Assuming that the business had been following the direct write-off procedure in accounting for uncollectible receivables, journalize the entries to record the following:
 - (1) Recorded the write-off of account of Faiz Co. [(a) (2) above].
 - (2) Reinstated account of Faiz Co. for Rs 200 and recorded payment of that amount received [(a) (3) above].
 - (3) Recorded the receipt of Rs 400 from Deen Co. in (a) (4) above and wrote off the remainder owed as uncollectible.

Q4 On December 31, 2011 Basit Corporation sold some of its product to Flynn Company, accepting a 3%, four-year promissory note having a maturity value of Rs 500,000 (interest payable annually on December 31). Basit Corporation pays 6% for its borrowed funds. Flynn Company, however, pays 8% for its borrowed funds. The product sold is carried on the books of Basit at a manufactured cost of Rs 310,000.

Required:

- a) Prepare the journal entries to record the transaction on the books of Basit Corporation at December 31, 2011. (Assume that the effective interest method is used. Use the interest tables below and round to the nearest dollar.)
- b) Make all appropriate entries for 2012 on the books of Basit Corporation.
- c) Make all appropriate entries for 2013 on the books of Basit Corporation.

END OF SUBJECTIVE PAPER

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KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
BUSINESS MATHEMATICS; BA (M)–531 (PART b)
MBA – I

Date: June 19, 2015

Max Time: 1.5 Hrs

Max Marks: 30

INSTRUCTIONS:

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

Q.1. Solve $x^2 \ln x^2 - 5x \ln x = 12 \ln x$

Q.2. A university Cricket team has to play a *Twenty,20* match with other team, the other team has agreed to play the game for guaranteed fee of Rs. 400,000 plus 20% of gate receipts, assume that the ticket price is Rs. 50.

(i) How many tickets must be sold in order to get Zero profit.

(ii) If 40,000 tickets must be sold, what ticket price would allow the university to earn the profit Rs. 800, 000/=.

Q.3. Solve the system graphically

$$x + y = -1$$

$$3x + 5y = 1$$

$$x - y = -5$$

Q.4. Determine derivative of $f(x)$, using limit approach if $f(x) = \frac{1}{x^3 + 1}$

Q.5. Find $f'(x)$, $f''(x)$ if $f(x) = \frac{x^3 - x}{e^{5x}}$

Q.6. Integrate $\int x^2 \ln x \, dx$

END OF EXAM PAPER

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**KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JUNE 2015; AFFILIATED COLLEGES
ORGANIZATIONAL BEHAVIOR; BA (M)-561 (PART B)
MBA – I**

Date: June 17, 2015

Max Time: 90 Mins

Max Marks: 30

INSTRUCTIONS:

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

Q.2: Attempt all questions:

- a) What do you understand by attitude, and what are the main components of attitude
- b) Describe the big five traits
- c) What are the impacts of satisfied and dissatisfied employees of the work place
- d) What can organization do to reduce employee stress explain

Q.3: Explain any four theories:

- a) Maslow's Hierarchy of Need
- b) Cognitive Evaluation Theory
- c) Path Goal Theory
- d) Leader Member Exchange Theory
- e) Hersey and Blanchard's Situational Theory

Q.4: What do you understand by of following terms, briefly explain:

- a) Perception
- b) Brain storming
- c) Job involvement
- d) Intrinsic rewards

END OF SUBJECTIVE PAPER