

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

Student Name: \_\_\_\_\_ Father's Name: \_\_\_\_\_

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION JUNE 2015  
STATISTICAL INFERENCE; BA (H)–432 (PART B)  
BBA – IV**

**Date: June 6, 2015**

**Max. Time: 60 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.**

Q1. Give reason why

- i) Chi square test of independence is always a right tail test.
- ii) If a hypothesis is rejected at 10% then it will also be rejected at 5%, but vise versa is not always true.
- iii) Simple Random Sampling is suitable technique to samples when the population is homogeneous.
- iv) The sign of Regression and correlation coefficient is same.
- v) Why type I error is increases when type II error decreases.

Q2. Mr. Brown and Mr. Green work at the same office and live next door to each other. Each day they leave for work together but travel by different routes. Mr. Brown maintains that his route is quicker, on the average, by atleast 4 minutes. Both men time their journey in minutes over a period of 10 weeks. The results obtained were:

Mr Brown	n= 50	mean=21 min	Standard deviation = 10.24 min
Mr Green	n= 50	mean=24 min	Standard deviation = 7.84 min

Assume normal distribution and that they have common population variance. Test at 5% level whether Mr Brown claim's can be accepted.

**Table value (1.645)**

Q3. Calculate the equation of regression line y on x for the following distribution:

X	25	30	35	40	45	50
Y	78	70	65	58	48	42

Is it possible to calculate from the equation you have just found

- a) An estimate for the value of x when y=54 ?
- b) An estimate for the value of y when x=37 ?

In each case if the answer is "YES" calculate the estimate, if the answer is "No" give reason why not.

**END OF SUBJECTIVE PAPER**

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

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015  
ORGANIZATIONAL BEHAVIOR; BA (H)-442 (PART B)  
BBA – IV**

**Date: June 11, 2015**

**Max Time: 1.5 Hrs**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt any 7 questions. Answers must not exceed to 6 lines of answer scripts.**
- 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.**

- Q2. How does organizational behavior differ from human resource management?
- Q3. How does sensation differs from perception?
- Q4. How does the study of personality help an understanding of OB?
- Q5. Does motivation come from within a person or is it a result of the situation?
- Q6. Compare and contrast formal and informal groups.
- Q7. How does one become an effective team leader?
- Q8. How are power and politics related?
- Q9. Describe some advantages and disadvantages of conflict.
- Q10. Resistance to change is an irrational response. Do you agree or disagree? Give some comments.

**END OF SUBJECTIVE PAPER**

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

**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015  
BUSINESS & LABOR LAW; BA (H)-452 (PART B)  
BBA – IV**

**Date: June 13, 2015**

**Max Time: 120 Mins**

**Max Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt any 05 questions. answer precisely (to the point) with details. 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:** Distinguish between Sale and Agreement to Sell? Define Unpaid Seller and his/her rights.

**Q.2:** What are the aims and objectives of Factories Act 1934? Define the powers of Factory Inspector.

**Q.3:** Define Industrial Dispute. How to redress an individual's grievances under Industrial Relations Act?

**Q.4:** What are the consequences of breach of contract? How to compensate for loss or damage caused by breach of contract? Explain with at least 02 (two) illustrations.

**Q.5:** a) When promise is not bound to perform reciprocal contract? Explain.  
b) How Communication Acceptance and Revocation of the proposal is completed?

**Q.6:** a) How to appoint a Commissioner? give a full account of his/her powers.  
b) Define permanent and partial disablement under Workmen's Compensation Act 1923.

**Q.7:** a) How to register a firm? Define the process with procedure.  
b) What are the consequences of Non-registration of a firm? Explain.

**Q.8:** Define **Any 5** of the following terms:

- |                   |                        |
|-------------------|------------------------|
| a) Appeal.        | d) Indemnity.          |
| b) Adolescent.    | e) Pledge.             |
| c) Consideration. | f) Voidable Agreement. |

**END OF SUBJECTIVE PAPER**

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**KARACHI UNIVERSITY BUSINESS SCHOOL  
UNIVERSITY OF KARACHI  
FINAL EXAMINATION MAY 2015  
PRINCIPLES OF MARKETING; BA (H)-462 (PART B)  
BBA – IV**

**Date: June 2, 2015**

**Max. Time: 90 Mins**

**Max. Marks: 30**

**INSTRUCTIONS:**

- 1. Attempt any 06 questions, all carry equal marks. (Answer should not more than 7 to 10 lines). 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. What are the steps involved in developing an effective communication?
- Q.2. What is the market / product expansion grid?
- Q.3. What is meant by De-marketing?
- Q.4. What are the core marketing concepts?
- Q.5. Who are laggards and early adopters in adoption of innovations?
- Q.6. Define public; also explain major types of public?
- Q.7. What is meant by Price .What factors should be considered while setting Price?
- Q.8. Describe the classification of consumer products?
- Q.9. Write down any five reasons of "why would a producer use wholesalers rather than selling directly to consumers or retailers"?

**END OF SUBJECTIVE PAPER**

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

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

**KARACHI UNIVERSITY BUSINESS SCHOOL**  
**UNIVERSITY OF KARACHI**  
**FINAL EXAMINATION; AFFILIATED COLLEGE JUNE 2015**  
**INTRODUCTION TO BUSINESS FINANCE; BA (H)–412 (PART B)**  
**BBA – IV**

Date: June 09, 2015

Max Time: 1.5 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.

Q.1 Green Grocers is deciding among two mutually exclusive projects. The two projects have the following cash flows:

Year	Project A Cash Flow	Project B Cash Flow
0	–\$50,000	–\$30,000
1	10,000	6,000
2	15,000	12,000
3	40,000	18,000
4	20,000	12,000

The company's cost of capital is 10 percent (WACC = 10%). What is the net present value (NPV) of the project with the highest internal rate of return (IRR)?

Q.2 Bates Motors has the following information for the previous year: Net income = \$200; Net operating profit after taxes (NOPAT) = \$300; Total assets = \$1,000; and Total net operating capital = \$800. The information for the current year is: Net income = \$500; Net operating profit after taxes (NOPAT) = \$400; Total assets = \$1,300; and Total net operating capital = \$900. What is the free cash flow for the current year?

Q.3 A company has the following balance sheet. What is its net operating working capital?

Cash	\$ 10	Accounts payable	\$ 20
Short-term investments	20	Accruals	30
Accounts receivable	30	Notes payable	<u>20</u>
Inventory	<u>40</u>	Current liabilities	70
Current assets	100	Long-term debt	30
Net fixed assets	<u>80</u>	Common equity	10
		Retained earnings	<u>70</u>
Total assets	<u>\$180</u>	Total liab. & equity	<u>\$180</u>

Q.4 You have recently been hired to improve the performance of Multiplex 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 = \$120,000.
- Annual sales = \$600,000.
- Accounts receivable = \$157,808.
- Accounts payable = \$25,000.
- Total annual purchases = \$365,000.
- Purchases credit terms: net 30 days.
- Receivables credit terms: net 50 days.

Q.5 You have just bought a security which pays \$500 every six months. The security lasts for ten years. Another security of equal risk also has a maturity of ten 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?

**END OF SUBJECTIVE PAPER**