



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018
Examination: B.B.A. (Hons.)

Roll No.

Subject: Cost Accounting
PAPER: 1

TIME ALLOWED: 3 Hrs.
MAX. MARKS: 100

NOTE: Attempt FIVE questions in all. All questions carry equal marks.

Q. No.1	<p>The Average daily requirement of a grinding wheel is 9 pieces. The time required to secure delivery from the usual supplier is 6 weeks. From the records of the tool works it is found that maximum requirement of the wheel in any month of 12 weeks does not exceed 300 pieces and the minimum requirement during any such period is not likely to fall below 150 pieces:</p> <p>Required:</p> <p>You are asked to fix the minimum and maximum limit and also the ordering level. Assume the Economic order quantity to be 15 dozens. If 6 days are sufficient to receive emergency supply. Also fix the danger Level.</p>	20																																
Q. No.2	<p>A company makes bicycles. It produces 450 bicycles a month. It buys the tires for bicycles from a supplier at a cost of Rs. 20 per tire. The company's inventory carrying cost is estimated to be 15% of cost and the ordering is Rs.50 per order.</p> <p>Required:</p> <p>a.- Calculate the EOQ b.- What is the number of orders per year? c.- Calculate number of days to order</p>	20																																
Q.No.3	<p>The director of manufacturing business required statement showing the production results for the month of April 2010. The account reveals the following information:</p> <table border="1" data-bbox="379 1365 1214 1944"> <thead> <tr> <th>Particulars</th> <th>Rs.</th> </tr> </thead> <tbody> <tr> <td>Stock on hand, 1st April 2010:</td> <td></td> </tr> <tr> <td>Raw material</td> <td>25,000</td> </tr> <tr> <td>Finished goods</td> <td>17,360</td> </tr> <tr> <td>Stock on hand 30th April 2010:</td> <td></td> </tr> <tr> <td>Raw material</td> <td>26,250</td> </tr> <tr> <td>Finished goods</td> <td>15,750</td> </tr> <tr> <td>Purchase of raw material</td> <td>21,900</td> </tr> <tr> <td>Work in process 1st April 2010</td> <td>8,220</td> </tr> <tr> <td>Work in process 30th April 2010</td> <td>9,100</td> </tr> <tr> <td>Sale of finished goods</td> <td>72,310</td> </tr> <tr> <td>Direct Wages</td> <td>17,150</td> </tr> <tr> <td>Factory salaries</td> <td>830</td> </tr> <tr> <td>Overhead expenses</td> <td>8,340</td> </tr> <tr> <td>Office and Admin expenses</td> <td>3,160</td> </tr> <tr> <td>Selling and distribution expenses</td> <td>4,210</td> </tr> </tbody> </table> <p>Required:</p> <p>You are required to construct the statement so as to show:</p> <p>a) The total cost of production. b) Total cost of goods sold c) Net profit for the month d) Gross profit</p>	Particulars	Rs.	Stock on hand, 1st April 2010:		Raw material	25,000	Finished goods	17,360	Stock on hand 30 th April 2010:		Raw material	26,250	Finished goods	15,750	Purchase of raw material	21,900	Work in process 1 st April 2010	8,220	Work in process 30 th April 2010	9,100	Sale of finished goods	72,310	Direct Wages	17,150	Factory salaries	830	Overhead expenses	8,340	Office and Admin expenses	3,160	Selling and distribution expenses	4,210	20
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P.T.O.

Q.No.4	<p>Annual estimated FOH of Mehar and company for an expected volume of 60,000 units of output was as follow: Fixed FOH-----Rs.360,000 Variable FOH-----Rs.240,000 . 6000 units were produced during the month and actual FOH were Rs.64,500.</p> <p>Required:</p> <ol style="list-style-type: none"> 1) Overall Variance 2) Capacity variance 3) Spending variance 	20
Q. No.5	<p>The raw material ledger of an industrial concern shows the following changes during the month:</p> <p>Opening balance-----1000units@ Rs.2 Received-----400 units @ Rs.2.50 Issued -----800 units Issued----- 400 units Received-----600units @ Rs.2.60 Other costs recorded during the month were as follow: Direct labor -----Rs.4000 Factory Overhead----- Rs.3,500 One thousands units of product were manufactured, of which 1600 were sold and 400 were left in finished goods inventory. There was no beginning inventory of finished goods.</p> <p>Required:</p> <ol style="list-style-type: none"> 1) Set up store ledger cards pricing materials FIFO and LIFO methods. 2) Determine each of the two inventory method, end of month balance in each of the following: Raw material inventory, Finished goods inventory and Cost of sales. 	20
Q. No.6	<p>The Adnan Company estimates its FOH for the next period at Rs. 162,000. It is estimated that 108,000 units will be produced at a material cost of Rs.135,000. Production will require 72,000 direct labor hours at an estimated cost of Rs.360,000. The machines will run about 48,000.</p> <p>Required:</p> <p>The predetermined FOH rate based on:</p> <ol style="list-style-type: none"> i. Material cost ii. Units of Production iii. Direct Labor iv. Direct Labor Hour v. Machine Hours 	20
Q.No.7	<p>Tabulate the elements of the cost showing the usual items of expenditure pertaining to each.</p>	20
Q.No.8	<p>What are direct expenses? Explain them with suitable examples.</p>	20



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

TIME ALLOWED: 3 Hrs.

MAX. MARKS: 100

Subject: Financial Management (Basic)

PAPER: 2

NOTE: Attempt any FIVE questions including Question # 1 which is compulsory.

Q1)	<p>a) Write short notes on the following (5*4=20 marks)</p> <ol style="list-style-type: none"> i. Controller ii. Future value iii. Nominal interest iv. Compounding <p>b) Briefly answer the following questions (5*4=20 marks)</p> <ol style="list-style-type: none"> i. What is yield curve? ii. What is Mortgage bond? iii. Differentiate between liquidity ratio and solvency ratio iv. What is meant by valuation of preferred stock?
Q2)	<p>A person borrows \$200 to be repaid in 8 years with 14% annually compounded interest. The loan may be repaid at the end of any earlier year with no prepayment penalty.</p> <ol style="list-style-type: none"> a. What amount will be due if the loan is repaid at the end of year 1? b. What is the repayment at the end of year 4? c. What amount is due at the end of the eighth year? (15 marks)
Q3)	<p>Charter Corp. has issued 2,500 debentures with a total principal value of \$2,500,000. The bonds have a coupon interest rate of 7%.</p> <ol style="list-style-type: none"> a. What dollar amount of interest per bond can an investor expect to receive each year from Charter? b. What is Charter's total interest expense per year associated with this bond issue? c. Assuming that Charter is in a 35% corporate tax bracket, what is the company's net after-tax interest cost associated with this bond issue? (15 marks)
Q4)	<p>You need to have \$50,000 at the end of 10 years. To accumulate this sum, you have decided to save a certain amount at the end of each of the next 10 years and deposit it in the bank. The bank pays 8 percent interest compounded annually for long-term deposits.</p> <p>How much will you have to save each year (to the nearest dollar)? (15 marks)</p>
Q5)	<p>An Insurance agent is trying to sell you an immediate-retirement annuity, which for a single amount paid today will provide you with \$12,000 at the end of each year for the next 25 years. You currently earn 9% on low-risk investment comparable to the retirement annuity. Ignoring taxes, what is the most you would pay for this annuity? (15 marks)</p>
Q6)	<p>Philagem, Inc., ended 2017 with a net profit before taxes of \$218,000. The company is subject to a 40% tax rate and must pay \$32,000 in preferred stock dividends before distributing any earnings on the 85,000 shares of common stock currently outstanding.</p> <ol style="list-style-type: none"> a. Calculate Philagem's 2017 earnings per share. b. If the firm paid common stock dividends of \$0.80 per share, how many dollars would go to retained earnings? (15 marks)
Q7)	<p>Jones Design wishes to estimate the value of its out-standing preferred stock. The preferred issue has an \$80 par value and pays an annual dividend of \$6.40 per share. Similar-risk preferred stocks are currently earning a 9.3% annual rate of return.</p> <ol style="list-style-type: none"> a. What is the market value of the outstanding preferred stock? b. If an investor purchases the preferred stock at the value calculated in part a, how much does she gain or lose per share if she sells the stock when the required return on similar-risk preferred stocks has risen to 10.5%? Explain. (15 marks)

P.T.O.

Q8)

Bauman Company's total current assets, total current liabilities, and inventory for each of the past 4 years follow:

Item	2014	2015	2016	2017
Total current assets	\$16,950	\$21,900	\$22,500	\$27,000
Total current liabilities	\$9,000	\$12,600	\$12,600	\$17,400
Inventory	\$6,000	\$6,900	\$ 6,900	\$7,200

a.) Calculate the firm's current and quick ratios for each year. Compare the resulting time series for these measures of liquidity.

b.) comment on the firm's liquidity over the 2014-2017 period.

c.) If you were told Bauman Company's inventory turnover for each year in the 2014-2017 period and the industry averages were as follows, would this information support or conflict with your evaluation in part (b)? Why?

Inventory Turnover	2014	2015	2016	2017
Bauman Company	6.3	6.8	7.0	6.4
Industry average	10.6	11.2	10.8	11.0

(15 marks)



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)



Subject: Principles of Marketing
PAPER: 3

TIME ALLOWED: 3 Hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. All questions carry equal marks.

Q1.	Explain companywide strategic planning and its four steps.	[20]
Q2.	Describe the environmental forces that affect the company's ability to serve its customers.	[20]
Q3.	Name the four major factors that influence consumer buyer behavior.	[20]
Q4.	Define the business market and explain how business markets differ from consumer markets.	[20]
Q5.	Discuss how companies position their products for maximum competitive advantage in the marketplace.	[20]
Q6.	Identify the four characteristics that affect the marketing of a service and the additional marketing considerations that services require.	[20]
Q7.	Describe how marketing strategies change during the product's life cycle.	[20]



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No. in Fig.

Roll No. in Words.

Subject: Visual Programming Concept

PAPER: 4

MAX. TIME: 45 Min.

MAX. MARKS: 30

Signature of Supdt.:

Attempt this Paper on this Question Sheet only.

Please encircle the correct option. Division of marks is given in front of each question.

This Paper will be collected back after expiry of time limit mentioned above.

Question: |

Encircle the MCQS: Attempt All MCQS & T/F on the Question Paper only: (2x10=20)

1. Is a collection of files
 - a. Class
 - b. Group
 - c. Project
 - d. Form
2. Shows the value of any variables within the scope of the current procedure.
 - a. Immediate window
 - b. Locals window
 - c. Watches window
 - d. None of these
3. Shows the property type as well as a short description of the property
 - a. Object box
 - b. Description pane
 - c. Form layout window
 - d. Code editor
4. contains shortcuts to frequently performed actions.
 - a. Context menu
 - b. Menu bar
 - c. Tool bar
 - d. Tool box
5. Visual Basic maintains a project file with the extension.....
 - a. .frm
 - b. .vbp
 - c. .vbs
 - d. .cls
6. Are objects that are placed on form objects.
 - a. GUI
 - b. IDE
 - c. Controls
 - d. Project
7. indicates whether a particular condition is on or off.
 - a. Combo box
 - b. List box
 - c. Check box
 - d. None of these
8. In GUI , is a means of selecting one of several options.
 - a. Option button
 - b. Scroll bar
 - c. List box
 - d. Combo box
9. Is a group of controls that share the same name and type.
 - a. Fixed array
 - b. Control array
 - c. Dynamic array
 - d. Multi dimensional array
10. do not return a value
 - a) Sub procedure
 - b) Function procedure
 - c) Property procedures
 - d) None of these

P.T.O.

Question # 2 writes true and false as your answer for the following: (1x 10=10)

1. Another name for an array is a list.
2. The Len function is used to determine the length of a list variable (array).
3. You must include the Option Explicit statement in the Form Load event procedure.
4. A procedure can have 2 or more parameters (also known as arguments).
5. Before you read from or write to a file, you must open it.
6. Sequential access files are organized as records.
7. The Visible property can be used with menu command objects.
8. It is wise to leave a menu command enabled at all times.
9. Select Case statements are more similar to If/Else so they are to loops.
10. The Visible property is usually used with message boxes to make them disappear.



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

Subject: Visual Programming Concept
PAPER: 4

TIME ALLOWED: 2 Hr. 15 Min.
MAX. MARKS: 50

ATTEMPT THIS ON THE SEPARATE ANSWER SHEET PROVIDED

Question 3 # Answer following short questions: (4x5=20)

1. What is goto statement with a program also explain its function.
2. What is the difference between label box and text box explain in detail.
3. What are the strategies of debugging explain.
4. What is drag and drop event explain in detail.
5. What are the types of errors explain in detail.

Q# 4 Attempt any three Questions from the followings: (3x10=30)

1. Input of two numbers which display the event and odd in tuples.
2. Display 30 digits which show the integer in descending order.
3. Write a program of two floating values multiplying and, create for loop and repeat the floating value.
4. What are the control elements explain how it works in detail.
5. Write a program which shows grades as output according to marks generated in it.



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

Subject: Introduction to Micro Economics

PAPER: 5

TIME ALLOWED: 3 Hrs.

MAX. MARKS: 100

Note: Attempt any FIVE questions in all. Question no.1 is compulsory.

SECTION 1

Q No.1: Define The Following Terms. All Questions Carry Equal Marks

(2*10=20)

1. Negative Externality
2. International Trade
3. Consumer's Equilibrium
4. Okun's Law
5. Imports
6. Cost Of Production
7. Consumer Goods
8. Negative Externality
9. Market Equilibrium.
10. Market Efficiency

SECTION 2

Q No 2: Explain market equilibrium using demand and supply analysis? Express the effects of increase in quantity demanded on equilibrium?

Q No 3: Differentiate between price elasticity of demand and income elasticity of demand? Explain various determinants of elasticity of demand?

Q No4: Define externalities? Explain the effect of negative externalities in production using demand and supply analysis? Identify the factors responsible for promoting negative externalities?

Q No5: Define monopoly? State characteristics of a monopoly? How prices and output are determined under monopoly when a firm faces Profit and loss in the short run?

Q No6: Differentiate between public goods and common resources? Explain your answer Using examples? What is the role of private market and government intervention in this regard?

Q No7: write a note on any TWO of the followings?

- a. Consumer's Surplus
- b. Law of Supply
- c. Price Discrimination



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

Subject: Introduction to Psychology

PAPER: 6

TIME ALLOWED: 3 Hrs.

MAX. MARKS: 100

NOTE: Attempt any FIVE questions. All questions carry equal marks.

- Q.1 Discuss and differentiate observation and case study method.
- Q.2 Define perception. Describe the factors responsible for depth perception.
- Q.3 Highlight importance of psychology in human life
- Q.4 Define psychology? Discuss the importance and application of psychology in Pakistan
- Q.5 Define emotion. Compare and contrast any two theories of emotions?
- Q.6 What is learning? How classical conditioning differs from operant conditioning.
- Q. 7 Define motivation. Explain two theories of Motivation
- Q.8 Differentiate among Experimental methods, Survey and Interview.
- Q. 9 Write a short note on the following
- a). specialization in Psychology b). Expressions of Emotions



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

Subject: Financial Accounting (Advanced)

PAPER: 7

TIME ALLOWED: 3 Hrs.

MAX. MARKS: 100

**NOTE: Attempt FIVE (5) questions including Question No. 1 which is compulsory.
All questions carry equal marks.**

Objective Part

Q.No. 1

Briefly explain any ten (10) terms given below:-

1. Voluntary Association
2. Goodwill
3. Bonus Shares
4. Separate legal Entity
5. Collateral Security
6. Underwriter
7. Paid up Capital
8. Issue of shares at discount
9. Debt Equity Ratio
10. Cum-Interest & Ex- Interest
11. Called up Capital
12. Formula of Quantum of Bonus
13. Creditors Turnover Ratio
14. Common Seal
15. Issue of shares at premium

Subjective Part

Q.No. 2

On 1st of January 2017 Asif Limited was formed with an authorized capital of 100,000 shares of Rs. 10 each. The management of the company decided to issue 40,000 shares at discount of Rs.1.50 per share. Applications were received for 50,000 shares. Shares were allotted and money was refunded for applicants of 10,000 shares.

Requirement:

You are required to pass the necessary journal entries and show how the items will appear in the company Balance Sheet.

Q.No. 3

The balance sheet of Star Limited as at 31st December 2016 is given below:

Assets	Amount (Rs.)	Liabilities & Stockholder's Equity	Amount (Rs.)
Plant & Machinery	225,000	Equity share capital	300,000
Furniture	25,000	Reserves	90,000
Stock	90,000	Creditors	60,000
Debtors	60,000		
Cash in hand	20,000		
Cash at bank	30,000		
Total	450,000	Total	450,000

The other details are as follows:

- Total sales during the year have been Rs. 500,000 out of which cash sales amounting to Rs. 100,000.
- The gross profit has been earned @20%.
- Balances on 1.1.2016:
Debtors Rs. 40,000; Stock Rs. 70,000; Creditors Rs. 15,000.
- Cash paid to the creditors during the year Rs. 105,000.

You are required to calculate the following ratios:

- Current ratio
- Acid test ratio
- Debtors turnover ratio
- Creditors turnover ratio
- Stock turnover ratio

Q.No. 4

The assets of XYZ Limited consists of fixed and current while its current liabilities comprise bank credit and trade credit in the ratio of 2:1. From the following figures relating to the company for the year 2017.

Share capital	Rs.199,500
Working capital	45,000
Gross profit	20%
Stock turnover	6
Average collection period	2 months
Current ratio	1.5
Quick ratio	0.9
Reserves and surplus to cash	3

Required:

Prepare its balance sheet showing the details for working:

Q.No. 5

Ali industries Limited issued 5,000 10% Debentures of Rs.100 each. What Journal entries will be in the following cases:

- 1) Debentures are issued at par & redeemable at par.
- 2) Debentures are issued at discount of 7% & redeemable at par.
- 3) Debentures are issued at premium of 8% & redeemable at par.
- 4) Debentures are issued at par & redeemable at 4% premium.
- 5) Debentures are issued at discount of 5% & redeemable at 4% premium.

Q.No. 6

You are given the following particulars of a business having three departments:

Particulars	Purchases	Opening stock	Closing Stock
Department A	1,500 units	200 units	100 Units
Department B	1,000 units	300 units	160 Units
Department C	2,000 units	150 units	200 Units

Additional information:

- Purchases were made at a total cost of Rs. 92,000.
- The percentage of gross profit on turnover is the same in each case.
- Purchases and sales price are constant for the last 2 years.
- Selling price per unit: Department A Rs.20; Department B Rs.25; Department C Rs.30.

Requirement: You are required to prepare Departmental Trading Account.

Q.No. 7

What are departmental accounts? State briefly the advantages of Departmental accounts.



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

Subject: Corporate Law/Company Law
PAPER: 8

TIME ALLOWED: 3 Hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. All questions carry equal marks.

- Q1) Write brief notes on the following: 4*5 = (20)
- Incorporation Certificate
 - Statutory Meeting
 - Minimum Subscription
 - Underwriters
- Q2) Who is Promoter? What are duties of Promoter and how remuneration can be given to him? (20)
- Q3) What is commencement certificate? For which type of company it is required? Discuss the conditions required to be met to obtain the commencement certificate? (20)
- Q4) What do you mean by Statutory meeting? Discuss following issues regarding Statutory meeting: When and where to be conducted, Notices, Penalties for noncompliance of relevant provisions of law, importance of statutory report, its application. (20)
- Q5) What do you mean by Company Secretary? Discuss his qualification, appointment, term of office and any of his five major duties. (20)
- Q6) What is Proxy? Explain its importance and contents of proxy form? (20)
- Q7) Discuss in detail the Appointment of an Auditor? Also discuss his rights and duties related to the client company. (20)



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018
Examination: B.B.A. (Hons.)

Roll No.

Subject: Introduction to Macro Economics
PAPER: 9

TIME ALLOWED: 3 Hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions including Question # 1, which is compulsory.

SECTION 1

Q No.1: Answer the following short questions. Use examples and graph where necessary.

(4*10=40)

1. Differentiate between consumption and consumption expenditures?
2. State some important objectives of fiscal policy?
3. Differentiate between open economy and closed economy?
4. State any four types of inflation?
5. Define quantity theory of money?
6. Define mutual funds? What are its major advantages?
7. Differentiate between nominal interest rate and real interest rate?
8. Differentiate between credit money and paper money?
9. Define consumer price index? How it is calculated?
10. Define between natural resources and human resources?

SECTION 2

Q No 2: Explain minimum wage laws with the help of a suitable diagram? Discuss the impact of union in this regard? Are unions good or bad for the economy? (15)

Q No 3: Define inflation and discuss its various types? What are its major causes? How it can be reduced? Give measures? (15)

Q No4: Define market of loanable funds? Explain with the help of diagram how demand for loanable funds adjusts with the supply of loanable funds? (15)

Q No5: Critically discuss the theory of efficiency wages in detail? (15)

Q No6: Define Fisher effect? How does an increase in the inflation rate effect the real interest rate and nominal interest rate? Explain? (15)

Q No7: Write a note on any **ONE** of the followings? (15)

- a. Trade Unions
- b. Unemployment



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

Subject: Statistics (Elementary)

PAPER: 10

TIME ALLOWED: 3 Hrs.

MAX. MARKS: 100

Section 1

Attempt all Questions

Q. 1. Define the following terms. All questions carry equal marks.

(20)

- i. Parameter
- ii. Attribute
- iii. Negatively Skewed Distribution
- iv. Geometric Mean
- v. Simple Correlation
- vi. Exhaustive Events
- vii. Cluster Sampling
- viii. Hypothesis
- ix. Confidence Level
- x. Normal Distribution

Section 2

Attempt any Four Questions.

Q. 2. The manager of the BiLo Supermarket in Mt. Pleasant, Rhode Island, gathered the following information on the number of times a customer visits the store during a month. (20)

The responses of 51 customers were:

5, 3, 3, 1, 4, 4, 5, 6, 4, 2, 6, 6, 6, 7, 1, 1, 14, 1, 2, 4, 4, 4, 5, 6, 3, 5, 3, 4, 5, 6, 8, 4, 7, 6, 5, 9, 11, 3, 12, 4, 7, 6, 5, 15, 1, 1, 10, 8, 9, 2, 12.

- a. Starting with 0 as the lower limit of the first class and using a class interval of 3, organize the data into a frequency distribution.
- b. Draw Histogram of the data.

Q. 3. The unemployment rate in the state of Alaska by month is given in the table below. (20)

Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov	Dec
8.7	8.8	8.7	7.8	7.3	7.8	6.6	6.5	6.5	6.8	7.3	7.6

- a. What is the arithmetic mean of the Alaska unemployment rates?
- b. Find the median and the mode for the unemployment rates.
- c. Compute the standard deviation and variance.

P.T.O.

- Q. 4a. From a group of 6 men and 8 women, 5 people are chosen at random. Find the probability that there are more men chosen than women. (10)
- b. A box contains 4 bad and 6 good tubes. Two are drawn out together. One of them is tested and found to be good. What is the probability that the other one is also good? (10)

- Q. 5. Mr. James McWhinney, president of Daniel-James Financial Services, believes there is a relationship between the number of client contacts and the dollar amount of sales. To document this assertion, Mr. McWhinney gathered the following sample information. The X column indicates the number of client contacts last month, and the Y column shows the value of sales (\$ thousands) last month for each client sampled. (20)

Number of Sales X	Contacts, (\$ thousands), Y	Number of Sales X	Contacts, (\$ thousands), Y
14	24	23	30
12	14	48	90
20	28	50	85
16	30	55	120
46	80	50	110

- a. Determine the regression equation.
- b. Determine the estimated sales if 40 contacts are made.
- Q. 6. A population consists of the following four values: 12, 12, 14, and 16. (20)
- a. List all samples of size 2, and compute the mean of each sample.
- b. Compute the mean of the distribution of the sample mean and the population mean. Compare the two values.
- c. Compare the dispersion in the population with that of the sample mean.
- Q. 7a. At the time she was hired as a server at the Grumney Family Restaurant, Beth Brigden was told, "You can average \$80 a day in tips." Assume the population of daily tips is normally distributed with a standard deviation of \$3.24. Over the first 35 days she was employed at the restaurant, the mean daily amount of her tips was \$84.85. At the .01 significance level, can Ms. Brigden conclude that her daily tips average more than \$80? (10)
- b. The mean income per person in the United States is \$40,000, and the distribution of incomes follows a normal distribution. A random sample of 10 residents of Wilmington, Delaware, had a mean of \$50,000 with a standard deviation of \$10,000. At the .05 level of significance, is that enough evidence to conclude that residents of Wilmington, Delaware, have more income than the national average? (10)



UNIVERSITY OF THE PUNJAB

Second Year: Annual – 2018

Examination: B.B.A. (Hons.)

Roll No.

Subject: Money & Banking
PAPER: 11

TIME ALLOWED: 3 Hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 7 is compulsory.

Q: 1	Define Barter System and Explain in detail the inconveniences of barter system.	15
Q: 2	Define Commercial Bank and Explain in detail the role of Commercial Bank in Economic Development.	15
Q: 3	Define Paper Money. Explain its kinds, advantages and disadvantages to the economy.	15
Q: 4	Define Centra. Bank and elaborate functions of Central Bank.	15
Q: 5	Define Letter of Credit and explain in detail the process of establishment of Letter of Credit.	15
Q: 6	Explain in detail different phases of Trade Cycle.	15
Q: 7	Write Short Notes on: a) Discounting of Bills of Exchange b) Inflation c) Stagflation d) Open Market Operation e) Irrevocable Letter of Credit f) Islamic Banks g) Confirmed Letter of Credit h) Issuing Bank i) Current Account j) Trade Cycle	(4X10) 40