UNIVERSITY OF THE PUNJAB
B.B.A. (Hons.) First Year: 2nd Annual – 2020

Roll No. ....

Paper: 1 (Islamic and Pakistan Studies)

Time: 1½ + 1½ Hrs. Marks: 50 + 50

USE SEPARATE ANSWER BOOK FOR EACH PART

ISLAMIC STUDIES
OBJECTIVE PART

Note: Attempt all questions

نوٹ: تمام سوالات کے جوابات تحریر کریں

Q:1 Write short answers of the following (4x5=20)

سوال نمبر ۱: درج ذیل سوالات کے مختصر جوابات لکھیں:

i. Write the comprehensive introduction of Qur'an

i. قرآن کریم کا مختصر مگر جامع تعارف تحریر کریں

ii. What does it mean by "**Sulah Hudaibia**"

ii. صلح حدیبیہ سے کیا مراد ہے؟

iii. Write any five results of "**Hijrat-e-Madina**"

iii. ہجرت مدینہ کے کوئی سے پانچ اہم نتائج تحریر کریں

iv. What does it mean by "**Ashra-e-Mubashira**" write their names also.

iv. عشرہ مبشرہ سے کیا مراد ہے؟ ان کے نام بھی تحریر کریں

v. Which are the basic sources of Islamic law?

v. اسلامی قانون کے بنیادی ماخذ کون سے ہیں؟

SUBJECTIVE

Q:2 Write down only one translation and explanation of the following Quranic verse: (10)

سوال نمبر ۲: درج ذیل قرآنی آیات میں سے صرف ایک کا ترجمہ اور تشریح لکھیں:

i. يَٰٓأَيُّهَا ٱلَّذِينَ ءَامَنُوٓاْ إِن جَآءَكُمْ فَاسِقُۢ بِنَبَإٍ فَتَبَيَّنُوٓاْ أَن تُصِيبُواْ قَوْمَۢا بِجَهَٰلَةٍ فَتُصْبِحُواْ عَلَىٰ مَا فَعَلْتُمْ نَٰدِمِينَ

ii. وَٱلَّذِينَ يَقُولُونَ رَبَّنَا ٱصْرِفْ عَنَّا عَذَابَ جَهَنَّمَ إِنَّ عَذَابَهَا كَانَ غَرَامًا

Q:3 Write down the translation and explanation of the following Hadith (10)

سوال نمبر ۳: درج ذیل حدیث کا ترجمہ اور تشریح لکھیں:

لا تَزُولُ قَدَمَا عَبْدٍ يَوْمَ القِيَامَةِ حَتَّى يُسْأَلَ عَن أَربَعٍ عَن عُمُرِهِ فِيمَا أَفنَاهُ وعَن جَسَدِهِ فِيمَا أَبلَاهُ وعَن عِلمِهِ مَاذَا عَمِلَ فِيهِ وعَن مَالِهِ مِن أَينَ اكتَسَبَهُ وفِيمَا أَنفَقَهُ

Q:4 Attempt any one of the following, write down in detail (10)

سوال نمبر ۴: درج ذیل میں سے کسی کا تفصیلی جواب تحریر کریں

i. Write a note on the role of the study of "Seerat" in the development of human character

i. تعمیر سیرت و کردار میں مطالعہ سیرت مصطفیٰ ﷺ کی اہمیت پر نوٹ لکھیں

ii. Write a comprehensive note on "**Brotherhood**"

ii. مواخات پر جامع نوٹ تحریر کریں

Ethics for Non-Muslims

Note: Attempt any two questions, all questions carry equal marks.

Q:1 Write a brief note on the life and habits of prophet PBUH (25)

سوال نمبر ۱: نبی کریم ﷺ کے اسوہ اور آپ ﷺ کی عادات پر جامع نوٹ لکھیں (25)

Q:2 What does it mean by "عدل اجتماعی" and what is the concept of it in Islam? (25)

سوال نمبر ۲: عدل اجتماعی سے کیا مراد ہے؟ اور اسلام میں اس کا کیا تصور ہے؟ (25)

Q:3 Discuss briefly the philosophy of politics in Islam (25)

سوال نمبر ۳: قرآن کے فلسفہ سیاست پر سیر حاصل گفتگو کریں (25)

Pakistan Studies
OBJECTIVE

Note: Attempt all questions

نوٹ: تمام سوالات کے جوابات تحریر کریں

Q:1 Write short answers of the following   4x5=20

سوال نمبر ۱: درج ذیل سوالات کے مختصر جوابات لکھیں:

i. Write a note on "احیائے اسلام" and "شاہ ولی اللہ"

i. احیائے اسلام اور شاہ ولی اللہ پر نوٹ لکھیں

ii. Comparatively analyze the services of "دارالعلوم دیوبند" and "ندوۃ العلماء"

ii. ندوۃ العلماء اور دارالعلوم دیوبند کی خدمات کا تقابلی جائزہ تحریر کریں

iii. When Muslim League was founded?

iii. مسلم لیگ کا قیام کب عمل میں آیا؟

iv. Write the basic causes of Muslim League formation

iv. مسلم لیگ کے قیام کی بنیادی وجوہات تحریر کریں

SUBJECTIVE

Q:2 Write down the results of "تحریک خلافت"   (10)

سوال نمبر ۲: تحریک خلافت کے نتائج تحریر کریں

Q:3 Write a brief note of foreign policy of Pakistan   (10)

سوال نمبر ۳: پاکستان کی خارجہ پالیسی پر جامع نوٹ لکھیں

Q:4 Write down the causes of Bengal partition   (10)

سوال نمبر ۴: تقسیم بنگال کی وجوہات لکھیں

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Roll No. ....

Paper: 2 English (Functional)

Time: 2 Hrs. 30 Min.   Marks: 70

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

NOTE: Attempt FOUR questions. All questions carry equal marks.

Q 2. Change the Narration of any SEVEN of the following sentences: (17.5)

1. "Are you coming home with me?" he asked.
2. "Bring me a drink of milk," said the priest to the villagers.
3. He asked his father when the next letter would come.
4. He asked Ahsan to go with him.
5. He said, "Alas! our foes are too strong."
6. He said, "How cruel of him!"
7. He said, "How's your father?"
8. He said, "My God! I am ruined."
9. He said. "Oh! that's a nuisance."
10. His father replied that there might not be another that year.

Q 3. Change the Voice of any SEVEN of the following sentences: (17.5)

1. The cat killed the mouse.
2. We compelled the enemy to surrender.
3. The boy was bitten by a dog.
4. The thief was caught.
5. The boy made a kite.
6. The ship was burned.
7. The young man made a disturbance at the meeting.
8. The captive was bound to a tree.
9. The bird was killed by a cruel boy.
10. The sudden noise frightened the horse.

Q 4. Synthesize any SEVEN of the following sentences: (17.5)

1. He hurt his foot. He stopped.
2. He lost a large sum of money. He gave up speculation.
3. I received no answer. I knocked a second time.
4. His wife encouraged him. He persevered.
5. There goes my brother. He is called Sohrab.
6. The cow provides milk. Milk is a valuable food.
7. Mr. Ajmal was elected President. He is a well-known English scholar.
8. He attended to his duties. He earned promotion.
9. He must confess his fault. He may thus escape punishment.
10. Your father will hear of your success. He will be delighted.

Q 5. Write a letter to a railway company, complaining that your furniture has been damaged in transit, and claiming damages. (17.5)

Q 6. Write a report to a local newspaper on the bad condition of roads in your area. Suggest some measures that need to be taken to facilitate the masses.

Q 7. Write an essay on any ONE of the following: (17.5)

a) A Rainy Day
b) Book Reading

c) Violence
d) Population Growth

Q 8. Read the following passage and answer the questions given at the end: (17.5)

The next ingredient is a very remarkable one: Good Temper. "Love is not easily provoked". Nothing could be more striking than to find this here. We are inclined to look upon bad temper as a very harmless weakness. We speak of it as a mere infirmity of nature, a family failing, a matter of temperament, not a thing to take into very serious account in estimating a man's character. And yet here, right in the heart of this analysis of love, it finds a place; and the Bible again and again returns to condemn it as one of the most destructive elements in human nature. The peculiarity of ill temper is that it is the vice of the virtuous. It is often the one blot on an otherwise noble character. You know men who are all but perfect, and women who would be entirely perfect, but for an easily ruffled quick-tempered or "touchy" disposition. This compatibility of ill temper with high moral character is one of the strangest and saddest problems of ethics. The truth is there are two great classes of sins-sins of the Body, and sins of Disposition. The Prodigal son may be taken as a type of the first, the Elder Brother of the second. Now society has no doubt whatever as to which of these is the worse. Its brand falls, without a challenge, upon the Prodigal. But are we right? We have no balance to weigh one another's sins, and coarser and finer are but human words; but faults in the higher nature may be less venial than those in the lower, and to the eye of Him who is Love, a sin against Love may seem a hundred times more base. No form of vice, not worldliness, not greed of gold, not drunkenness itself does more to un-christianise society than evil temper. For embittering life, for breaking up communities, for destroying the most sacred relationships, for devastating homes, for withering up men and women, for taking the bloom off childhood; in short for sheer gratuitous misery-producing power, this influence stands alone. Jealousy, anger, pride, uncharity, cruelty, self-righteous-ness, touchiness, doggedness, sullenees - in varying proportions these are the ingredients of all ill temper. Judge if such sins of the disposition are not worse to live in. and for others to live with than sins of the body. There is really no place in Heaven for a disposition like this. A man with such a mood could only make Heaven miserable for all the people in it.

-Henry Druromond

Questions

1. What is the popular notion about "bad temper"?
2. How is bad temper "the vice of the virtuous"?
3. Which class of sins is worse, and why – sins of the body, sins of the disposition?
4. Mention some evils of bad temper.
5. Why according to the author will there be no place in Heaven for bad tempered folk?
6. Find words from the passage which mean: breaking up; running; scandalising; souring; easily or quickly offended

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Paper: 2 English (Functional)   Time: 30 Min. Marks: 30

Roll No. in Fig. ....

Roll No. in Words. ....

....

....

Signature of Supdt.:

Attempt this Paper on this Question Sheet only.
Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

Q.1 a) Fill in the blanks with the correct form of verbs given in the brackets. (10)

1. The earth _____ round the sun.   (move, moves, moved)
2. I _____ him only one letter up to now. (send, sent, have sent)
3. She _____ worried about something.   (looks, looking, is looking)
4. He _____ fast when the accident happened.   (is driving, was driving, drove)
5. It started to rain while we _____ tennis.   (are playing, were playing, had played)
6. He _____ asleep while he was driving.   (falls, fell, has fallen)
7. The headmaster _____ to speak to you.   (wants, is wanting, was wanting)
8. The soup _____ good.   (taste, tasted, is tasting)
9. We _____ English for five years.   (study, am studying, have been studying)
10. The baby _____ all morning.   (cries, has been crying, is crying)

b) Add Question Tags or short answers to the following:-   (10)

1. It's very hot today.   _____
2. You like him.   _____
3. Are you angry with me?   No._____
4. Does your father smoke?   No,_____
5. We must hurry.   _____

c) Give One word for the following:-   (10)

1. One who writes poetry   _____
2. A book published after the death of its author   _____
3. A flesh-eating animal   _____
4. A government by a king or queen   _____
5. The animal who only eats grass   _____

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Paper: 3 (Introduction to Business)

Roll No. ....

Time: 3 Hrs. Marks: 100

NOTE: *Attempt FIVE questions in all. Question No. 7 is compulsory.*

Q. 1	What is sole proprietorship? Explain its characteristics.	15
Q. 2	Define Partnership. Discuss partnership deed in detail.	15
Q. 3	Define company. Explain difference between Public limited company and Private limited company.	15
Q. 4	What is Memorandum of Association? Also explain its contents.	15
Q. 5	What is meaning of allotment of shares? What are the legal requirements regarding the allotment of shares?	15
Q. 6	What are different modes of the dissolution of the firm. Also explain the procedure of settlement of accounts on dissolution of firm	15
Q. 7	Write short notes on the following: I. Objective of business II. Liabilities of partners III. Types of share Capital IV. Merits of Company V. Statutory Meeting VI. Debenture VII. Prospectus VIII. Kinds of Middle Man	(8x5)=40

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B.B.A. (Hons.) First Year: 2nd Annual – 2020

Paper: 4 (Introduction to Computer Science)   Time: 1 Hr.30 Min. Marks: 50

ATTEMPT THIS PAPER ON THIS QUESTION SHEET ONLY

Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

Q1: Encircle the MCQS on Question Paper only: (2x20=40)

1. Which of the following is a secondary memory device?
A) Keyboard   B) Disk   C) ALU   D) All of the above

2. The memory which is programmed at the time it is manufactured
A) ROM   B) RAM   C) PROM   D) EPROM

3. One of the popular mass storage device is CD ROM. What does CD ROM stand for?
A) Compactable Read Only Memory   B) Compact Data Read Only Memory
C) Compactable Disk Read Only Memory   D) Compact Disk Read Only Memory

4. Identify the true statement
A) Computers are 100% accurate but it can suffer from GIGO
B) Computers are reliable because they use electronic component which have very low failure rate
C) Computer is never tired and does not suffer from boredom
D) All of above

5. FORTRAN is
A) File Translation   B) Format Translation   C) Formula Translation   D) Floppy Translation

6. The programs which are as permanent as hardware and stored in ROM is known as
A) Hardware   B) Software   C) Firmware   D) ROM ware

7. Which of the following memories must be refreshed many times per second?
A) Static RAM   B) Dynamic RAM   C) EPROM   D) ROM

8. What do you call the translator which takes assembly language program as input & produce machine language code as output?
A) Compiler   B) Interpreter   C) Debugger   D) Assembler

9. Serial access memories are useful in applications where
A) Data consists of numbers   B) Short access time is required
C) Each stored word is processed differently   D) Data naturally needs to flow in and out in serial form

10. In----------- mode, the communication channel is used in both directions at the same time?
A) Full-duplex   B) Simplex   C) Half-duplex   D) None of the above

11. Who invented Slide Rules?
A) John Napier   B) William Oughtred   C) Gottfried Leibnitz   D) Blaise Pascal

12. Memory is made up of
A) Set of wires   B) Set of circuits   C) Large number of cells   D) All of these

13. Which of the following is the most powerful computers?
A) Mainframe Computer   B) Mini Computers   C) Micro Computers   D) Super Computers

14. Which of the printers used in conjunction with computers uses dry ink powder?
A) Daisy wheel printer   B) Line printer   C) Laser printer   D) Thermal printer

15. Which term is used to describe RAM?
A) Dynamic RAM (DRAM)   B) Static RAM (SRAM)   C) Video RAM (VRAM)   D) All of the above

16. In which year was chip used inside the computer for the first time?
A) 1964   B) 1975   C) 1999   D) 1944

17. Assembly language started to be used from
A) first generation computers   B) second generation computers
C) third generation computers   D) fourth generation computers

18. Raw facts and figures about any particular topic are
A) Information   B) facts   C) data   D) none of above

19. A computer can solve more than one kind of problem. This is related to which of the following characteristics?
A) Accuracy   B) Reliability   C) Versatility   D) Automatic

20. From which generation computers the printers were used?
A) first   B) second   C) third   D) fourth

Q.No 2: what are the abbreviations stands for: (10X1=10)

1	MRS	
2	NTFS	
3	ZIP	
4	OMR	
5	DDR	
6	CBIS	
7	RAID	
8	KBMS	
9	URL	
10	FTP	

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Paper: 4 (Introduction to Computer Science)

Roll No. ....

Time: 1 Hrs. & 30 Min. Marks: 30

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

Note: Attempt any *THREE* questions. All questions carry equal marks.   (3x10=30)

Q.No.3:

What are the types of software explain in detail. (10)

Q.No.4:   (5+5)

a) What are the functionality of data processing explain it in detail.

b) What are the secondary storage devices explain in detail?

Q.No.5:

What are the functionality of spread sheet explain in detail.   (10)

Q.No.6:   (5+5)

a) Differentiate between ALU and CPU.

b) What is internet, intranet and extranet explain adequately?

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PAPER: 5 Mathematics (Elementary)

Time: 3 Hrs. Marks: 100

Note: Attempt any FIVE questions while question # 1 is compulsory. All questions carry equal marks.

Q.1.   Attempt any 10 Questions.   (10x2=20)

1. Add the following matrices: $-\begin{pmatrix} 3 & -5 \\ 5 & 5 \end{pmatrix} + \begin{pmatrix} 4 & 2 \\ 8 & 4 \end{pmatrix}$

2. An amount of $15,000 is invested at a simple interest rate of 10% for 5 years. Calculate the amount of interest earned after 5 years.

3. Define and write down the standard form of vector matrix.

4. Define composite function.

5. Define linear programming.

6. Define rational function and give an example of rational function.

7. Define Square matrix.

8. Define the concept of Present value of annuity.

9. Find out the determinant of the matrix A = (-5)

10. Write down identity matrix.

Q-2 (a)   A sum of $300,000 is invested in a saving account which   10
pays interest at a rate of 6% per year compounded
annually. If the amount is kept on deposit for 6 years, what
will the compound amount equal? How much interest will
be earned during the six years?

(b)   A teenager plans to deposit $500 in a saving account at the   10
end of each quarter for the next 5 years. Interest earned at
a rate of 8% per year compounded quarterly. What should
her account balance be 5 years from now? How much
interest will be earned?

Q-3 (a)   Solve the following equations by using Cramer's rule.   ----   10
$-x_1 + 2x_2 - 3x_3 = 24$
$2x_1 - 4x_2 + x_3 = 12$
$3x_1 - 6x_2 + 9x_3 = 16$

(b)   Find the determinant of   10
$$C = \begin{matrix} 2 & 0 & 8 \\ 4 & -1 & -2 \\ 0 & 5 & -4 \end{matrix}$$

Q-4	Solve by corner point method, also graph the regions of feasible solution (if Exists).	20

Maximise $z = 8x_1 + 4x_2$

$20x_1 + 10x_2 \leq 60$

$40x_1 + 32x_2 \leq 160$

$x_1 \leq 2.5$

$x_2 \leq 4$

$x_1, x_2 \geq 0$

Q-5 (a) Given $y = g(u) = (2)^u$ and $u = h(x) = x+3$, determine   10

    4. $G(h(x))$

    5. $G(h(5))$

    6. $G(h(-4))$

(b) Determine the derivative using the limit approach method   10

$F(x) = x^2 - 5x + 25$

Q-6 (a) Differentiate the following   10

$F(x) = 2/\sqrt[3]{x}$

$F(x) = x^2 - 2\sqrt{x}$

$F(x) = \frac{x^4}{2} - 3x^2 + 10$

$F(x) = (10 - x)(x^2 + 2)$

$F(x) = 1/(4x^5 - 3x^2 + 1)$

(b) An object is dropped from a bridge which is 576 feet high. The height of the object can be determined as a function of time (since being dropped) according to the function   10

$H(t) = 576 - 16t^2$

Where h(t) is height measured in feet and t is time measured in seconds.

    3. Determine the average rate of change in height between t=0 and t=2. Between t=0 and t=4.

    4. How long does it take for the ball to hit the water (h=0)?

Q-7 Sketch the following functions   20

$F(x) = 2x^2 - 10$

$F(x) = 8 - 5x$

$F(x) = 100x^2$

$F(x) = -2x^3$

$F(x) = 3x^2 + 6x - 45$

Q-8 Compute the monthly mortgage payment, total payments and total interest.   20

    3. Mortgage loan of $120,000 at 10.5% per year for 20 years.

    4. Mortgage loan of $80,000 at 10 % per year for 20 years.

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PAPER: 6 Financial Accounting (Basic)

Time: 3 Hrs. Marks: 100

Instructions: Attempt any FIVE questions including question No.1 which is compulsory. All questions carry equal marks.

Q.No.1   Briefly explain any ten (10) Terms given below:-

1. What are intangible assets.

2. What are operational activities.

3. What is matching principal?

4. What are retained earnings?

5. What is materiality?

6. what is realization principle

7. what is worksheet

8. What are prepaid expenses?

9. What is solvency?

10. What is unclaimed dividend?

11. What is perpetual inventory system?

12. What is equity?

13. Give five examples of current assets

14. What is trade discount?

15. What are contingent liabilities.

Q. No. 2

Shown below in random order is a list of balance sheet items for Smoky Mountain Farms at September 30, 2018.

Land	$ 550,000	Fences & Gates	$33,570
Burns and Sheds	78,300	Instigation Systems	20,125
Notes payable	530,000	Cash	16,710
Accounts payable	22,365	Live Stock	120,780
Citrons Trees	76,650	Farm Machinery	42,970
Accounts Payable	77,095	Retained Earnings	?
Property Taxes payable	9,135	Wages Payable	5,820
Capital Stock	250,000		

Required: -

a) Prepared a balance sheet by using these items and computing the amount of retained earnings.

b) Assume that on September 30, immediately after this balance sheet was prepared, a tornado completely destroyed one of the barns. This barn had a cost of $13,700, and was not insured against this type of disaster. Explain what changes would be required in your September 30 balance sheet to reflect the loss of this barn.

Q. No. 3

Dr. Crarvati, DMD, opened a dental clinic on August 1, 2019. The business for August are shown below:-

Aug. 1   Dr. Cravati invested $280,000 cash in the business in exchange for 1,000 shares of capital stock.

Aug. 4   Land and building were purchased for $400,000. Of this amount, $60,000 applied to the land and $340,000 to the building. A cash payment of $80,000 was made at the time of the purchase and a note payable was issued for the remaining balance,

Aug. 9   Medical instruments were purchased for $75,000 cash.

Aug16   Office fixtures and equipments were purchased for $25,000. Dr. Cravati paid $10,000 at the time of purchase and agreed to pay the entire remaining balance in 15 days.

Aug. 21   Office supplies expected to last several months were purchased for $4,200 cash.

Aug. 24   Dr. Cravati billed patients $13,000 for services rendered. Of this amount $1,000 was received in cash and $12,000 was billed on account (due in 30 days)

Aug. 27   A $450 invoice was received for several newspaper advertisements placed in August. The entire amount is due on September 8.

Aug. 28   Received a $500 payment on the $12,000 account receivable recorded August 24.

Aug. 31   Paid employees $2,200 for salaries earned in August.

A partial list account titles used by Dr. Cravati includes:

Cash	Notes payable
Accounts Receivable	Accounts Payable
Office Supplies	Capital Stock
Medical Instruments	Service Revenue
Office Fixtures and Equipment	Advertising Expense
Building	Salary expense
land	

Required:
   a. Record cash transaction in General Journal.
   b. Post each entry to appropriate ledger accounts.
   c. Prepare a trial balance dated August 31, 2019.

Q. No. 4

Allen & Jesse a large marketing firm adjusts its amount at the end of each month. The following information is available for the year ending December 31, 2019.

i.   A bank loan has been obtained on December 1. Accrued interest on the loan at December 31 amount to $1,500. No interest expense has yet been recorded.

ii.   Depreciation of firm's office building is based on an estimated life of 30 years. The building was purchased in 2018 for $450,000 with no residual value.

iii.   Accrued, but unbilled revenue during December amounts to $75,000.

iv   On March 1, the firm paid $2,400 to renew a 12 months insurance policy. The entire amount was recorded as Prepaid Insurance.

v.   The firm received $15,000 from the King Biscuit Company in advance of developing a six-month marketing campaign. The entire amount was initially recorded as Unearned Revenue. At December 31, $9,000 had actually been earned by the firm.

vi.   The company's policy is to pay its employers every Friday. Since December 31 fell on a Wednesday, there was an accrued liability for salaries amounting to $1,900.

Instructions: Record the necessary adjusting Journal entries on December 31, 2019.

Q. No. 5

Jan's Dance Studio Inc performs adjusting entries every months but close its accounts only at year end. The Studio's year-end adjusting trial balance dated December 31, 2019 appears below: -

JAN'S DANCE STUDIO, INC.
Adjusting Trial Balance
December 31, 2019

Cash	$171,100	
Account Receivable	9,400	
Prepaid Studio Rent	3,000	
Unexpired Insurance	7,200	
Supplies	500	
Equipment	18,000	
Accumulated Depreciation Equipment		$7200
Note Payable		10000
Accounts Payable		3200
Salaries Payable		4000
Income Tax Payable		6000
Unearned Studio Revenue		8800
Capital Stock		100,000
Retained Earnings		40,000
Dividend	6000	
Studio Revenue Earned		165,000
Salary Expense	85,000	
Supply Expense	3900	
Reat Expense	12000	
Insurance Expenses	1900	
Advertising Expenses	500	
Depreciation Expenses equipments	1800	
Interest Expenses	900	
Income Taxes Expenses	23,000	
	$344,200	$344,200

Required: -

Prepare an income statement and statement of retained earning for the year ended December 31, 2019. Also prepare Studio's balance sheet dated December 31, 2019.

P.T.O

Q. No. 6

The following is a series of related transactions between Siogo Shoes, a shoe wholesaler and Sole Mate, a chain of retail shoe stores:

Feb. 9   Siogo Shoes sold Sole Mates 100 pairs of hiking boots on account, terms 1/10, n/30. The cost of these boots to Siogo shoes was $60 per pair, and the sales price was $100 per pair.

Feb. 12   United Express charged $80 for delivering this merchandise to Sole Mates. These charges were split evenly between the buyer and seller and were paid immediately in cash.

Feb. 13   Sole Mates returned 10 pairs of boots to Siogo Shoes because they were the wrong size. Siogo Shoes allowed Sole Mates full credit for this return.

Feb. 19   Sole Mates paid the remaining balance due to Siogo Shoes within the discount period.

*Both companies use a perpetual inventory system.

Instructions:

a) Record this series of transactions in the general journal of Siogo Shoes. (The company records sales at gross sales price)
b) Record this series of transactions in the general journal of Sole Mates. (The company records purchases of merchandise at net cost and uses a Transportation-in account to record transportation charges on inbound shipments.)

Q. No. 7

What do you mean by "Assets" and "Liabilities"? How are these classified? Moreover explain the difference between a Balance Sheet and a Trial Balance.

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) First Year: 2nd Annual – 2020

PAPER: 7 (Principles of Management)

Time: 3 Hrs. Marks: 100

SECTION – I   (Marks – 70)

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

Q.1	Define management. Explain the 14 principles of management stated by Hennery Foyal.	(17.5)
Q.2	What is motivation? How does McGregor's Theory X and Y of motivation differ from Maslow's hierarchy of Need theory?	(17.5)
Q.3	What is organizational Structure and Design? Why is a formal structure and design important to an organization? What are the six key elements of organizational structure and design?	(17.5)
Q.4	What is planning & explain the steps involved in planning?	(17.5)
Q.5	What is Decision Making? Explain the Process of Decision Making.	(17.5)
Q.6	What does environment mean? Discuss the components of environment	(17.5)
Q.7	Why control is important? Elaborate steps in control process.	(17.5)

SECTION – II   (Marks – 30)

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

- i-   Departmentalization
- ii-   Strategic management
- iii-   Authority
- iv-   Objectives
- v-   Goals and Plan
- vi-   Specialization
- vii- Environment
- viii- Rationality and bounded rationality
- ix-   Mission
- x-   Centralization and Decentralization
- xi-   Management by Objectives
- xii- Unity of command
- xiii- Work specialization
- xiv- Formalization
- xv-   Escalation Commitment

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) First Year: 2nd Annual – 2020

Paper: 8 (Business Communication)

Roll No. ....

Time: 3 Hrs. Marks: 100

SECTION – I

Note: Attempt any Four Questions. All questions carry equal marks. **(4x17.5=70)**

1. Discuss in detail the significance of non-verbal communication in successful communication.
2. Discuss the opportunities and challenges of intercultural communication.
3. Discuss three reasons why you should use oral channels of communication, and three reasons why you should use written channels.
4. Elaborate in detail the standard components of business letters.
5. Describe the seven characteristics (7Cs) of effective business communication.
6. Elaborate the obstacles that hinder the flow of successful communication.
7. What do you understand by the term technical communication? Explain its importance with examples.

SECTION – II

Note: Attempt any TEN Questions. All questions carry equal marks. **(10x3=30)**

8. What is meant by delayed Feedback?
9. Explain Inside Address.
10. Define Direct Approach
11. What is meant by Proxemics?
12. Define concreteness.
13. Explain Intrapersonal Communication.
14. Name the formats of business letters.
15. Explain Linguistic barriers.
16. What is the difference between bad-news and neutral message?
17. Why is consideration important in effective communication?
18. What is the difference between Encoder and Decoder?
19. What are Visual Aids in communication?
20. Explain the role of eye contact in communication.
21. How are Chronemics different from Proxemics?
22. What is the difference between Visual and Verbal Communication?

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B.B.A. (Hons.) First Year: 2nd Annual – 2020

Paper: 9 Sociology (Elementary)

OBJECTIVE PART

Q.1. Briefly define any 15 of the following. (15x2=30)

1. Social life
2. Group solidarity.
3. Norms.
4. Social system.
5. Rationality.
6. Social competition
7. Institution
8. Density.
9. Bureaucracy.
10. Co-operation.
11. Social interaction.
12. Social Mobility
13. Role conflict
14. Social Relativism
15. Race
16. Gender
17. Poverty
18. Cultural variability
19. Socialization
20. Social Sciences

SUBJECTIVE PART

Note: Attempt any *FOUR* questions. All questions carry equal marks. (4x17.5=70)

Q.2 Elaborate Shah Wali ullah's concept of perfect society and Diseases of society.

Q.3 What do you mean by social action. Discuss its elements.

Q.4 Define sociology. Explain any two theories of sociology.

Q.5 Define Social interaction. Explain Social interactional processes

Q.6 Describe" Social change "and write down the agents of social Change.

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B.B.A. (Hons.) First Year: 2nd Annual – 2020

Roll No. ....

Paper: 10 (Data Base Management System)

Time: 2 Hrs.   Marks: 40

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

Attempt any FOUR questions. All questions carry equal marks.

Question No. 4

(a)   Describe the concept of Data Redundancy.   (5)

(b)   Describe the concept of Attribute Inheritance with respect to Enhanced Entity   (5)
Relationship Diagrams (EERDs)

Question No. 5

(a)   What is incremental Backup with respect to Offline Backup..   (5)

(b)   What is Structure Query Language (SQL)? Discuss its usage.   (5)

Question No.6

(a)   What are Entity Relationship Diagrams (ERDs).   (5)

(b)   Discuss some Symbols used in EERDs.   (5)

Question No. 7

(a)   Describe different types of Databases.   (5)

(b)   What are CASE Tools?   (5)

Question No. 8

(a)   What is Three Tier Architecture?   (5)

(b)   Define Associative Entity.   (5)

Question No. 9

(a)   What are Attributes? Discuss its different types?   (5)

(b)   Define Relational Database Structure.   (5)

Question No. 10

(a)   What is Total and Partial Specialization?   (5)

(b)   What are the roles of Database Administrator?   (5)

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) First Year: 2nd Annual – 2020

Paper: 10 (Data Base Management System)   Time: 1 Hr.   Marks: 40

Roll No. in Fig.........................
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Signature of Supdt.:

ATTEMPT THIS PAPER ON THIS QUESTION SHEET ONLY

Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

Q.1 What do the following abbreviations stand for: **(6x1=6)**

1. EERD _____

2. DDL _____

3. RDBMS _____

4. 2NF _____

5. DFD _____

6. SQL _____

Q.2. Select the most suitable choice.   **(12x2=24)**

1. The weak entities and their identifying relationship in the ER diagrams are represented by
   1. Oval shape with double line   2. Rectangle shape with double line
   3. Square shape with double line   4. Diamond shape with double line

2. In ER diagrams, the rectangles are used to denote
   1. Entity Types   2. Attribute Types
   3. Key Types   4. Structure Types

3. In constructing ER diagrams, the double ovals are used to denote
   1. Multi-Value Table   2. Multi-Value Entity
   3. Multi-Value Attributes   4. Multi-Value Key

4. The attributes which have only more than one value for a specific entity are classified as
   1. Atomic Attributes   2. Diatomic Attributes
   3. Multi-Valued Attributes   4. Single Valued Attributes

5. In relational database management system, the server is classified as
   1. SQL Server   2. SQT Server
   3. SQR Server   4. ODBC Server

6. In Three-Schema Architecture, the schema in which the part of database is described to the user group who is interested and other details are kept hide is called
   1. Logical Schema   2. Conceptual Schema
   3. Internal Schema   4. External Schema

7. In client/server architecture, the machine that have capability of providing user interface and local processing is called
   1. Module   2. Client
   3. Server   4. Host

8. The function which causes the retrieval of any kind of data from database is considered as
   1. Key   2. Query
   3. Structure   4. Storing Cycle

9. The person who implements the specifications of the database programs is considered as
   1. Software Engineers   2. Application Programmers
   3. Software Developers   4. All of Above

10. The database catalog or dictionary defining the descriptive information which is stored in database is called
    1. Constrained Data   2. Metadata
    3. Basic Data   4. Filtered Data

11. According to enhanced-entity relationships, the association between super class and subclass is as
    1. Super class is subset of subclass
    2. Subclass is subset of super class
    3. Subclass is partial joint of super class
    4. Super class is partial joint of subclass

12. The process of defining the entity type subclasses is classified as
    1. Type Inheritance   2. Visualization
    3. Specialization   4. Generalization

Q.3 Define the following: **(5x2=10)**

1. Ternary Relationship _____

2. One to Many Relationships _____

3. Strong Entity _____

4. Concurrent Access _____

5. Degree of Relationship_____

UNIVERSITY OF THE PUNJAB

Roll No. ....

B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Time: 3 Hrs. Marks: 100

Paper: 1 (Cost Accounting)

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

Q. No.1	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 below1 50 pieces: **Required:** 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.	20
Q. No.2	A company makes bicycles. It produces 450 bicycles a month. It buys the tires for bicycles from asupplier at a cost of Rs. 20 per tire. The company's inventory carrying cost is estimated to be 15% of costand the ordering is Rs.50 per order. **Required:** a-.Calculate the EOQ b.-What is the number of orders per year? c-Calculate number of days to order	20
Q.No.3	The director of manufacturing business required statement showing the production results for the month of April 2010.The account reveals the following information:	20

Particulars	Rs.
Stock on hand, Ist April 2010:	
Raw material	25,000
Finished goods	17360
Stock on hand 30th April2010:	
Raw material	26,250
Finished goods	15,750
Purchase of raw material	21,900
Work in process 1st April 2010	8,220
Work in process 30th 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

Required:
You are required to construct the statement so as to show:
    a) The total cost of production.
    b) Total cost of goods sold
    c) Net profit for the month
    d) Gross profit

Q.No.4	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. **Required:** 1) Overall Variance 2) Capacity variance 3) Spending variance	20	
Q. No.5	The raw material ledger of an industrial concern shows the following changes during the month: Opening balance------------------1000units@ Rs.2 Received---------------------------400 units @ Rs.2.50 Issued ----------------------------800 units Issued--------------------------- 400 units Received---------------------------600units @ Rs.2.6o 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. **Required:** 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	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. **Required:** The predetermined FOH rate based on: i. Material cost ii. Units of Production iii. Direct Labor iv. Direct Labor Hour v. Machine Hours	20	
Q.No.7	Tabulate the elements of the cost showing the usual items of expenditure pertaining to each.	20	
Q.No.8	What are direct expenses? Explain them with suitable examples.	20	

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B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Paper: 2 Financial Management (Basic)

Time: 3 Hrs. Marks: 100

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

Q1)	a) Write short notes on the following **(5*4=20 marks)**
	    i. Managerial finance
	    ii. Time series analysis
	    iii. Patterns of cash flows
	    iv. Closely owned (stock)
	b) Briefly answer the following questions **(5*4=20 marks)**
	    i. Differentiate between primary and secondary market.
	    ii. What is compound interest? Why is it important?
	    iii. What are the key differences between debt and equity?
	    iv. What does "Times Interest Earned ratio" measure?	

Q2)	Anna Waldheim was seriously injured in an industrial accident. She sued the responsible parties and was awarded a judgment of $2,000,000. Today, she and her attorney are attending a settlement conference with the defendants. The defendants have made an initial offer of $156,000 per year for 25 years. Anna plans to counteroffer at $255,000 per year for 25 years. Both the offer and the counteroffer have a present value of $2,000,000, the amount of the judgment. Both assume payments at the end of each year. a. What interest rate assumption have the defendants used in their offer (rounded to the nearest whole percent)? b. What interest rate assumption have Anna and her lawyer used in their counteroffer (rounded to the nearest whole percent)? c. Anna is willing to settle for an annuity that carries an interest rate assumption of 9%. What annual payment would be acceptable to her? **(15 marks)**	
Q3)	You are evaluating the potential purchase of a small business currently generating $42,500 after-tax cash flow (D_0=$42,500). On the basis of a review of similar-risk investment opportunities, you must earn an 18% rate of return on the proposed purchase. Because you are relatively uncertain about future cash flows, you decide to estimate the firm's value using several possible assumptions about the growth of the cash flows. a. What is the firm's value if cash flows are expected to grow at a constant annual rate of 7% from now to infinity? b. What is the firm's value if cash flows are expected to grow at an annual rate of 12% for the first 2 years, followed by a constant annual rate of 7% from year 3 to infinity? **(15 marks)**	
Q4)	Delia Martin has $10,000 that she can deposit in any of three savings accounts for a 3-year period. Bank A compounds interest on an annual basis, bank B compounds interest twice each year and Bank C compounds interest each quarter. All three banks have a stated annual interest rate of 4 percent. a. What amount would Ms. Martin have at the end of the third year, leaving all interest paid on deposit, in each bank? b. What effective annual rate (EAR) would she earn in each of the banks? c. On the basis of your findings in (a) and (b), which bank should Ms. Martin deal with? Why? **(15 marks)**	

Q5)	The Salem Company bond currently sells for $955, has a 12% coupon interest rate and a $1,000 par value, pays interest annually, and has 15 years to maturity. Calculate the yield to maturity (YTM) on this bond, with the help of interpolation method.
	(15 marks)
Q6)	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.
	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)**
Q7)	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%.
	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)
Q8)	Adam and Arin Adams have collected their personal income and expense information and have asked you to put together an income and expense statement for the year ended December 31, 2015. The following information is received from the Adams family.

Adam's salary	$45,000	Utilities	$3,200
Arin's salary	30,000	Groceries	2,200
Interest received	500	Medical	1,500
Dividends received	150	Property taxes	1,659
Auto insurance	600	Income tax, Social security	13,000
Home insurance	750	Clothes and accessories	2,000
Auto loan payment	3,300	Gas and auto repair	2,100
Mortgage payment	14,000	Entertainment	2,000

a. Create a personal income and expense statement for the period ended December 31, 2015. It should be similar to a corporate income statement.

b. Did the Adams family have a cash surplus or cash deficit?

c. If the result is a surplus, how can the Adams family use that surplus?

(15 marks)

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

Q 1.	Define Marketing and Discuss five steps Marketing Process Model.	20
Q 2.	What is a Consumer Market? Also discuss the major factors that influence the Consumer Buying Behavior?	20
Q 3.	Describe the Marketing Management Functions, including the elements of marketing plan.	20
Q 4.	Distinguish Micro and Macro Marketing Environment? Discuss the Micro Environmental Forces that affect the company's ability to serve its customers.	20
Q 5.	Define Marketing Segmentation and also discuss the basis of marketing segmentation.	20
Q 6.	What are the steps in the business decision making process?	20
Q 7.	Define Product. Discuss the major classification of product and services.	20

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B.B.A. (Hons.) Second Year: 2ⁿᵈ Annual – 2020

Paper: 4 (Visual Programming Concept)

Roll No. ....

Time: 1 Hrs. & 30 Min. Marks: 30

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

Q.3.   Attempt any *THREE* questions from the following.   (3x10=30)

1. Write a program of two integer's product for loop and repeat the integer value.
2. What are the variables and constants explain how it declares in VB.
3. Input of two numbers which display the area of a circum circle and a triangle.
4. Write a program which takes integer 1 to 20 and display only the even and odd number separately.

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Paper: 4 (Visual Programming Concept)   Time: 1 Hr.30 Min. Marks: 50

Roll No. in Fig. ....
Roll No. in Words. ....
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Signature of Supdt.:

ATTEMPT THIS PAPER ON THIS QUESTION SHEET ONLY

Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

Q.1. Encircle the right answer cutting and overwriting is not allowed.   (15x2=30)

(1) Visual Basic is considered to be a

A) first-generation language.   B) package.   C) high-level language.   D) machine language.

(2) Which type of procedure returns a value?

A) Sub Procedure   B) Procedure   C) Function   D) ByVal

(3) Which of the following is NOT a valid filename in Windows?

A) MYFILE*.TXT   B) _MYFILE.TXT   C) MYDATA.TXT   D) MY-FILE.TXT

(4) An algorithm is defined as

A) a mathematical formula that solves a problem.

B) a tempo for classical music played in a coda.

C) a logical sequence of a steps that solve a problem.

D) a tool that designs computer programs and draws the user interface.

(5) Which of the following is the proper order of procedures used in the problem solving process?

A) analysis, design, coding, testing   B) analysis, testing, design, coding

C) design, analysis, coding, testing   D) analysis, design, testing, coding

(6) Which is not a proper looping structure?

A) Do While   B) Loop Until   C) Do Until   D) For ... Next

(7) Which one of the following is NOT one of the three basic types of statement structures?

A) sequence   B) loop   C) decision   D) input/output

(8) What does the diamond flowchart symbol represent?

A) input/output   B) terminal   C) decision   D) connector E) process

(9) A graphical depiction of the logical steps to carry out a task and show how the steps relate to each other is called a(n)

A) flowchart.   B) pseudocode.   C) algorithms.   D) hierarchy chart.

(10) What would be a good name for a text box to hold a person's first name?

A) FirstName   B) txtFirstName   C) textBoxFirstName   D) boxFirstName

11. A variable declared inside an event procedure is said to have local scope
A. True   B. False

12. A variable declared outside of an event procedure is said to have class-level scope.
A. True   B. False

13. Option Explicit requires you to declare every variable before its use.
A. True   B. False

14. What is the correct statement when declaring and assigning the value of 100 to an Integer variable called numPeople

A. Dim numPeople =

B. Dim numPeople = Int(100)

C. numPeople = 100

D. Dim numPeople As Integer = 100

15. Which of the following arithmetic operations has the highest level of precedence?

A. + -   B. * /   C. ^ exponentiation   D. ( )

Q.2. Answer following short questions: (5x4=20)

1. Differentiate between label box and text box explain in detail

2. How open dialog box works explain its functionality.

3. Explain the types of loops in detail

4. What are the types of errors explain briefly.

5. What is option base used in VB6.0.

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Paper: 5 (Introduction to Micro Economics)

Time: 3 Hrs. Marks: 100

NOTE: *Attempt any FIVE questions in all while Question No. 1 is Compulsory.*
All questions carry equal marks.

SECTION – I

Q.1. Define the following terms.   (2x10=20)

1. Stock
2. Sunk Cost
3. Budget Line
4. Giffen Goods
5. Demand Curve
6. Microeconomics
7. Consumer Surplus
8. Price Discrimination
9. Average Variable Cost
10. Increasing Returns to Scale

SECTION – II

Q No. 2: Define and discuss the Law of Supply, discuss its assumptions and limitations, support your answer through graphs and examples?   (20)

Q No. 3: Define cross price elasticity of demand and through the given example calculate the cross price elasticity of demand and also interpret the results?   (20)

Price of X-Product (Rs)	Quantity Demanded of Y-Product (Units)
10	30
15	35

Q No. 4: What is market, define market equilibrium and also discuss how law of demand and law of supply intersect each other to balance shortage and surplus into the equilibrium?   (20)

Q No. 5: Define Monopolistic Competition, lists down its assumptions and discuss how price is determined through when a firm earns normal profit and normal loss?   (20)

Q No. 6: What are market imperfections/rigidities, how these rigidities affect the market forces to not get into the equilibrium, discuss the answer through examples?   (20)

Q No. 7: Write a note on any TWO of the followings?   (20)

i.   Law of Supply

ii. Public and Private Goods

iii. Short Run & Long Run Cost Curves

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Roll No. ....

Paper: 6 (Introduction to Psychology)

Time: 3 Hrs. Marks: 100

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

Q.1 Discuss in detail relation of psychology with other social sciences.

Q. 2 Write a complete note methods of collecting information for guidence.

Q.3 Describe in detail primary and Secondary Motivation

Q.4 Describe various factors that affect perception

Q.5 Define counselling. Write a detail note on the characteristics of a counselor.

Q.6 Explain classification of Motivation.

Q.7 What do you mean by Experimental method? Describe its advantages and disadvantages.

Q.8 Discuss naturalistic and field study of observation.

Q.9 Write a short notes on the following.

a). Social development.   b) Multiple intelligence.

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Roll No. ....

Paper: 7 Financial Accounting (Advanced)

Time: 3 Hrs. 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) Called up Capital
2) Under Subscription
3) Sources of Bonus Issue
4) Formula of Quantum of Bonus
5) Underwriting Commission
6) Fixed Assets Ratio
7) Creditors Turnover Ratio
8) Right Shares
9) Redeemable Debenture
10) Common Seal
11) Incorporation of a company
12) Authorized capital
13) Issue of shares at premium
14) Irredeemable debentures
15) What is absolute liquid ratio

Subjective Part

Q.No. 2

Usman Trading Company Ltd., presents the following balance sheet as on 31st December 2019.

Liabilities	Rs.	Assets	Rs.
Authorized Capital:		Fixed Assets:	
30,000 shares of Rs. 100 each	30,00,000	Land & Building	9,00,000
Issued, subscribed & Paid up Capital		Plant & Machinery	8,00,000
12,000 shares of Rs. 100 each	12,00,000	Furniture	1,90,000
General Reserve	8,00,000	Current Assets	
Profit & Loss	2,50,000	Stock	2,50,000
Sundry Creditors	1,75,000	Debtors	2,20,000
Provision for Tax	65,000	Cash at Bank	1,30,000
	24,90,000		24,90,000

The company purchased fresh machinery for Rs.200,000 for which it pays Rs.25,000 by cheque and for balance allots ordinary shares of Rs.100 each at 25% premium. The company then issues two bonus shares for every five ordinary shares held at present. For the purpose of amount of bonus, utilize the profit & loss A/c and balance out of reserve.

REQUIRED :

You are required to pass journal entries for the above arrangements and redraft the company's balance sheet.

Q.No. 3

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. 4

The following is the balance sheet of ABC enterprises Ltd., for the year ended on 31st December 2016 :

LIABILITIES	Rs.	ASSETS	Rs.
Equity Share Capital	200,000	Goodwill	120,000
Reserve & Surpluses	40,000	Fixed Assets	280,000
12% Debentures	100,000	Stock	60,000
Profit & Loss A/c	60,000	Short term Investments	20,000
Sundry Creditors	80,000	Cash	60,000
Provision for taxation	40,000		
Bank overdraft	20,000		
Total	**540,000**	**Total**	**540,000**

From the Balance Sheet given above, calculate the following ratios:

a) Current Ratio
b) Acid test ratio
c) Proprietory ratio
d) Debt-equity ratio
e) Return on shareholders fund

Q.No. 5

Ali industries Limited issued 5000 10% Debentures of Rs. 100 each. Pass the necessary journal entries and prepare Balance Sheet in each of the following cases:-

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

Q.No. 6

City Departmental store has three departments: Vegetables, Fruits and flowers. Following data is available with respect to each of the three departments:-

Particulars	Vegetables Deptt. Rs.	Fruits Deptt. Rs.	Flowers Deptt. Rs.
Sales	886,100	775,700	399,400
Purchases	599,900	549,600	280,500
Opening stock	41,800	38,000	19,200
Closing stock	35,400	40,900	20,500
Salaries	20,000	12,000	7,000
Depreciation of fixtures	2,400	2,000	2,000

Unallocated expenses:

Heating & Lighting Rs. 18,000; Rent Rs.12,000; Rates Rs.6,000; Advertising Rs.6,000; General expenses Rs.12,000.

Heating and lighting, rent and rates are to be allocated in the ratio of 2:2:1 and advertising and general expenses are to be allocated equally among all three departments.

Required: Prepare departmental trading and profit and Loss Account of the three departments separately.

Q.No. 7

Define Debentures. How a debenture holder is distinguished from a shareholder holder.

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Roll No. ....

Paper: 8 (Corporate Law/Company Law)

Time: 3 Hrs. Marks: 100

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

Q: 1	Write brief notes on the following a. Special resolution b. Debentures c. Auditor d. Director	(4x5) 20
Q: 2	What is the procedure of incorporation of a company?	20
Q: 3	Describes shares and describes its different types of shares?	20
Q: 4	What is a statutory meeting? Discuss with reference to the provisions of company ordinance 1984?	20
Q: 5	What are the basic requirement for the appointment and removal of auditors?	20
Q: 6	Write down in detail regarding the annual general meeting and extra ordinary general meeting?	20
Q: 7	Define the term promoter? Also discuss kinds and characteristics of a promoter?	20

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B.B.A. (Hons.) Second Year: 2ⁿᵈ Annual – 2020

Paper: 9 (Introduction to Macro Economics)   Time: 3 Hrs. Marks: 100

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

SECTION – I

Q-1 Answer the following short questions. Use examples and graphs where necessary.   4*10= 40

1. Differentiate between credit money and paper money.
2. Define government expenditures.
3. What is monetary policy? Which entity controls it?
4. What are Trade unions? What is the purpose of these unions?
5. Define Productivity. List down the four determinants of productivity.
6. Draw a circular flow Diagram.
7. What is the difference between Nominal Interest rate and real interest rate?
8. Define Classical theory of money.
9. What is meant by Demand-pull Inflation?
10. Define Consumer price index. How it is calculated?

SECTION – II

4*15=60

Q-2 Define GDP. Is Gross Domestic Product a good measure of Economic well-being?

Q-3 Differentiate nominal and real interest rate, how are they related?

Q-4 What are National saving, Private saving and public saving? How are these three variables related?

Q-5 Describe the three problems that make Consumer price index an imperfect measure of the cost of living.

Q-6 What is Investment? How it is related to National saving?

Q-7 Critically discuss the theory of efficiency wages in detail.

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B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Roll No. ....

Paper: 11 (Money & Banking)

Time: 3 Hrs. Marks: 100

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

Q: 1	"Money is What Money does". Discuss?	15
Q: 2	Define Paper Money and explain different methods of issuance of Currency?	15
Q: 3	Write a detailed note on Credit creation by Commercial Banks also discuss limitations?	15
Q: 4	Define Central Bank and explain different functions performed by Central Bank?	15
Q: 5	Define Letter of Credit and explain in detail different types of Letter of Credit?	15
Q: 6	Differentiate between, Inflation, Deflation, Reflation and Stagflation?	15
Q: 7	Write Short Notes on: a) Hypothecation b) Barter System c) ATM d) Online Banking e) Non Performing Loans f) Mortgage g) Overdraft h) Unsecured advances i) Negotiating Banks j) Musharika	(10X4) 40

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B.B.A. (Hons.) Second Year: 2nd Annual – 2020

Roll No. ....

Time: 3 Hrs. Marks: 100

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

Q1: Define the following terms.   (02×10 = 20)

    i.   Variable Data
    ii.   Kind of Statistics
    iii. Continuous Variable
    iv. Arithmetic Mean
    v.   Population
    vi. Quartile Deviation
    vii. Random Experiment
    viii. Scatter Diagram
    ix. Hypothesis
    x.   Simple correlation

Section-II

Q2: Motorway (M-2) Police is concerned about the over speeded motorists on a repairing section. Here are the speeds of 45 motorists passing through this section: (20)

15	32	45	46	42	39	68	47	18
31	48	49	56	52	39	48	69	61
44	42	38	52	55	58	62	58	48
56	58	48	47	62	37	64	29	55
38	29	62	49	69	18	61	55	49

Construct a frequency distribution having **class limits** each having **interval of 5** and suggest the following:

    a) What proportion of motorist passing through this section ignoring the maximum speed limit of 54 mph?

    b) If safest speed foe repairing section of motorway is 35 – 59 mph, what proportion of motorist derived safely?

Q3: The following table shows the distribution of monthly salaries a of company's employees:

Salary Scale	3000 - 4000	4000 - 5000	5000 - 6000	6000 - 7000	7000 - 8000	8000 - 9000	9000 - 10000	10000 - 11000
Persons	40	35	25	23	18	12	8	7

Required:

    a) Histogram
    b) Mean
    c) Median
    d) Mode
    e) Harmonic Mean   (04×5 = 20)

Q4: Compute the following, using the frequency distribution given in Question 2. (20)

        a) Mean Deviation from Median
        b) Standard Deviation
        c) Coefficient of Skewness
        d) Coefficient of Variation

Q5 (a): The following table give the count associated with smoking and lung disease among 60- to 65-year-old men:

	He is a Smoker	He is Nonsmoker
He has Lung Disease	120	30
He does not have Lung Disease	190	660

One 60-to-65-year-old man is selected at random. What is the probability of the following?
        a) He is smoker
        b) He has Lung Disease
        c) He has Lung Disease and Smoker
        d) He is Nonsmoker or he does not have Lung Disease
        e) He has Lung Disease given that he does not Smoke (10)

(b): In an experiment a fair cubical dice is to toss twice. State the Sample Space of the Experiment. What are the chances of occurrence of each possible outcome? (10)

Q6: An organization has collected the following data showing relationship between price charged and quantities:

Price	5	4	6	5	3	7	6	2	7
Qty.	590	630	525	600	640	555	550	750	605

        a) Draw Scatter Diagram
        b) Compute Correlation Coefficient
        c) Develop the equation of least square line
        d) Estimate the Qty if price goes to 8. (20)

Q7: Draw all possible samples of size three without replacement from following finite population:

        0,   3,   3,   6,   and 6.

Make sampling distribution Sample Mean. Compute mean, variance of the sampling distribution and compare it with that of mean and variance of the population. (20)

Q8 (a): A beverage distributor hypothesizes that sales average $12,000 per month. Ten months selected as a sample report a mean of $11,280 and a standard deviation $3,775. Suppose sales are normally distributed over the month. If alpha of 5% is used, can you conclude about the distributor's impression of business conditions? (10)

(b): Suppose that in past years the average price per square foot for warehouses in the United States has been $32.28. A national real estate investor wants to determine whether that figure has increased now. The investor hires a researcher who randomly samples 49 warehouses that are for sale across the United States and finds that the mean price per square foot is $31.67, with a standard deviation of $1.30. Assume that prices of warehouse footage are normally distributed in population. If the researcher uses a % level of significance, what statistical conclusion can be reached? (10)

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Roll No. ....

Paper: 1 (Credit Management)

Time: 3 Hrs.   Marks: 100

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

Q: 1	Develop a Comprehensive Note covering all aspects relating to Financing of Retail and Service Credit Transactions?	20
Q: 2	Define Credit and write detailed Note highlighting different sources of financing for business?	20
Q: 3	Develop essential points to be incorporated in Consumer Credit Collection Policies to ensure Collection from Consumers?	20
Q: 4	Define Consumer Credit? Also elaborate how it promotes business of an entity and its importance for the consumers?	20
Q: 5	Home mortgage Loans provide shelter to homeless. ? Discuss the salient features of Home Mortgage Financing?	20
Q: 6	Define Consumer Credit and explain different types of Consumer Credit?	20

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Roll No. ....

PAPER: 2 (Business Research Methods)

Time: 3 Hrs.   Marks: 100

NOTE: Attempt any FIVE questions. Question # 1 is compulsory.
All questions carry equal marks.

Q:1	Briefly discuss the following: I. Sampling design II. Exploratory studies III. Experience survey IV. Two-stage design V. Causal relationships	4x5=20
Q:2	Define research and explain the difference between applied and basic research.	20
Q:3	What is scientific research? With the help of examples also briefly explain the terms "concept, construct, variable proposition, hypothesis, theory and model."	20
Q:4	Describe cross-sectional research and longitudinal research. Use practical examples to distinguish them.	20
Q:5	What are the key differences between writing a business report and writing an academic report?	20
Q:6	Define problem statement in the field of research. Also explain the importance of a research problem.	20
Q:7	What is meant by pilot testing? Why is it important and what are its benefits?	20

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Paper: 3 (Mercantile Law)

Roll No. ....

Time: 3 Hrs.   Marks: 100

SECTION – I

Q.1.   Attempt any FOUR questions. All questions carry equal marks.   (4x15=60)

1. Define Contract? what are its essentials? Explain in Detail. (15)

2. What you know about consideration, explain in detail essentials of consideration. (15)

3. Offer is an important component of a contract. Explain offer in detail and explain its essential. (15)

4. Define Bailment. What are rights and duties of Bailor. (15)

5. What is free consent. Differentiate between fraud and mis representation. (15)

6. Define partnership. What are different types of partners? (15)

7. Define factory as per factory act. What are the provisions of factories act related to safety of workers? Explain in detail. (15)

SECTION – II

Q.2   Attempt any TEN Questions. All questions carry equal marks.   (10x4=40)

1. Partner by Estopple Holding
2. Revocation of offer
3. Illegal agreement
4. Void agreement
5. Misrepresentation
6. Partnership at will
7. Caveat Emptor
8. Specific offer
9. Social agreement
10. Coercion
11. Breach of Contract
12. Time Barred Debt
13. Time Lapse
14. Privity to Contract
15. Unenforceable contract

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Paper: 4 (Web Engineering)

Roll No. ....

Time: 1 Hrs. & 30 Min. Marks: 30

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

NOTE: Attempt any THREE questions from the following.   (3x10=30)

Q. No. 2:

What is java servlet explain its architeoture in details.

Q. No. 3:

Write javascript code that displays first five even and odd numbers executing separately for loop from 1 to 10.

Q. No. 4:

Write javascript code that displays table of 4 using for loop.

Q. No. 5:

What is HTML and HTTP? Write down the benefits and limitations of HTML and HTTP

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Roll No. in Fig. ....

Roll No. in Words. ....

Paper: 4 (Web Engineering)   **Time: 1 Hr.30 Min. Marks: 50**

....

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Signature of Supdt.:

ATTEMPT THIS PAPER ON THIS QUESTION SHEET ONLY

<u>Division of marks is given in front of each question.</u>
<u>This Paper will be collected back after expiry of time limit mentioned above.</u>

Q.1. Encircle the right answer cutting and overwriting is not allowed. (25x2=50)

1. What should appear at the very end of your JavaScript?The <script LANGUAGE="JavaScript">tag
   a) The </script>
   b) The <script>
   c) The END statement
   d) None of the above

2- Inside which HTML element do we put the JavaScript?
   a) <js>
   b) <scripting>
   c) <script>
   d) <javascript>

3- JavaScript is interpreted by _____
   a) client
   b) server
   c) object
   d) none of above

4-Choose the correct HTML tag to make a text bold?
   a) <b>
   b) <bold>
   c) <bb>
   d) <bld>

5-What is the correct HTML for adding a background color?
   a) <body color="yellow">
   b) <body bgcolor="yellow">
   c) <background>yellow</background>
   d) <body background="yellow">

6-Choose the correct HTML tag for the smallest size heading?
   a) <heading>
   b) <h6>
   c) <h1>
   d) <head>

7-<SCRIPT> ... </SCRIPT> tag can be placed within _____
   a) <header>
   b) <body>
   c) both a and b
   d) none of the above

8-What does vlink attribute mean?
   a) visited link
   b) virtual link
   c) very good link
   d) active link

9-Which attribute is used to name an element uniquely?
   a) Class
   b) Id
   c) dot
   d) all of the above

10-Which tag creates a check box for a form in HTML?
   a) <checkbox>
   b) <input type="checkbox">
   c) <input=checkbox>
   d) <input checkbox>

11-To create a combo box (drop down box) which tag will you use?
   a) <select>
   b) <list>
   c) <input type="dropdown">
   d) all of the above

12-Which of the following is not a pair tag?
   a) <p>
   b) <u>
   c) <i>
   d) <img>

13-To create HTML document you requirea
   a) web page editing software
   b) High powered computer
   c) Just a notepad can be used
   d) None of above

14- using <P> tag will
   a) Start a new paragraph
   b) Break the line
   c) End the current paragraph
   d) none of the above

15-HTML documents are saved in
   a) Special binary format
   c) ASCII text

   b) Machine language codes
   d) d. None of above

16-Some tags enclose the text. Those tags are known as
   a) Couple tags
   c) Double tags

   b) Single tags
   d) Pair tags

17-The _____ character tells browsers to stop tagging the text
   a) ?
   c) >

   b) /
   d) %

18-In HTML document the tags
   a) Should be written in upper case
   c) should be written in proper case

   b) should be written in lower case
   d) can be written in both uppercase or lowercase

19-There are _____ different of heading tags in HTML
   a) 4
   c) 6

   b) 5
   d) 7

20 To create a blank-line in your web page
   a) press Enter two times
   c) insert <BR> tag

   b) press Shift + Enter
   d) insert <BLINE>

21.Java Script entities start with _____ and end with _____
a) Semicolon, colon   b)Semicolon, Ampersand
c) Ampersand, colon   d)Ampersand, semicolon

22. Which of the following is a server-side Java Script object?
a) Function   b) File   c) FileUpload   d) Date

23. Which of the following is a client-side Java Script object?
a) File   b) Function   c) FileUpload   d) Time

24. Which of the following method is used to evaluate a string of Java Script
code in the context of the specified object?
a) Eval   b) ParseDoule   c) ParseObject   d) Efloat

25. What is the event that fires when the form elements : <button>.<textarea>
loses the focus?
a) Onclick   b) Ondblclick   c) Onfocus   d) Onblur

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Paper: 5 (Human Resource Management)

Roll No. ....

Time: 3 Hrs.   Marks: 100

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

Q1: Write short notes on following: [20]

  a) BCG growth matrix
  b) Impact of equity on pay rate
  c) Competitive level strategies
  d) Line and staff functions of HRM
  e) Downsizing

Q2: Define 'globalization' and discuss its pros and cons with appropriate examples? [20]

Q3: Why effective recruitment is important for the organizations? Also discuss internal source of candidates? [20]

Q4: Why employee selection is important for the organization? Discuss the importance of reliability along with its types? [20]

Q5: What is the difference between structured and unstructured interviews? For what type of job unstructured interviews would be preferred by the management? Support your answer with suitable examples. [20]

Q6: Discuss how new trends such as workforce demographics and globalization are shaping Human Resource Management? [20]

Q7: What are the main advantages of training for employees and business organizations? Briefly discuss the various types of on-the-job and off-the-job training? [20]

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Paper: 6 (Auditing)

Roll No. ....

Time: 3 Hrs.   Marks: 100

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

Q.1   Write a note on the following:

    a)   Window dressing

    b)   Teeming & lading

    c)   Routine checking

    d)   Audit working paper

Q.2   Define final audit. What are its merits and demerits?

Q.3   Suggest a suitable system of internal check over sales of a large manufacturing concern.

Q.4   Briefly explain verification. How would you verify the following?

    a)   Investments   b)   Plant and Machinery

    c)   Bill Receivables   d)   Patents

Q.5   How would you vouch the following:

    1)   Cash purchases

    2)   Payment of salaries

    3)   Credit Sales

Q.6   Briefly explain the rights and duties of an auditor of a public limited company.

Q.7   Explain the special points to be kept in mind by an auditor while examining the accounts of a Sugar Mills Ltd.

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B.B.A. (Hons.) Third Year: 2ⁿᵈ Annual – 2020

Paper: 7 (Taxation Management) (Basic)

Time: 3 Hrs.   Marks: 100

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

Objective TYPE

Q 1: Sate with reasons whether the following are admissible or not while computing income from business or profession: (3X10 =30)

(1)   Fines and Penalties
(2)   Underwriting Commission
(3)   Interest paid on long term loans
(4)   Zakat paid into zakat fund
(5)   Income tax paid
(6). Litigation expenses
(7)   Initial expenses
(8)   Rent of premises
(9)   Cost of issue of shares
(10) Excise duty

Subjective Types

Q.2   Explain the legal provisions governing the exemption of the following under the second schedule of the Income Tax Ordinance, 2001 :(Marks 17.5)
   a)   Income of Certain Institutions
   b)   Income of National Investment Trust
   c)   Exemption under international agreements

Q. 3   Define agricultural income. Is it taxable in Pakistan? Give at least five examples of agricultural income and five examples of income which are not agricultural income (Marks 17.5)

Q.4   a)   What do you mean by rent chargeable to tax?
   b)   What are the allowable deductions under Section15A in respect of "Income from Property?" (Marks 17.5)

Q.5   Explain in detail the provisions of Income Tax Ordinance, 2001, in respect of an appeal to the Appellate Tribunal and the composition of the Tribunal (Marks 17.5)

Q.6   What are the different types of returns filed under Sales Tax Act, 1990? (Marks 17.5)

Q.7   Briefly explain the legal provisions governing the filing of return of total income under the income tax law. (Marks 17.5)

Q 8 Compute the taxable income of Mr. Umar Saleem who during the tax year ended 30th June 2018 derived income form the following sources: (Marks 17.5)

Salary	Rs. 9,90,000
Annual leave fare assistance	69,600
Interest free loan received from employer	18,00,000
Overtime payments received	40,500
Encashment of leave preparatory to retirement	90,000
Conveyance provided by employer	
(Both for personal & professional use) The employer took this car from a Leasing company at annual lease rent of Rs. 200,000 the fair market value of this car at the commencement of lease was Rs. 10,00,000	
Gratuity received from the employer (Approved by Board)	5,25,000
Reimbursement of gas, water and electricity bills	50,000
Taxable income from gifted property	1,50,000
Profit from speculation business	6,00,000
Loss from other speculation business	4,75,000
Profit on sale of inherited jewelry	75,000
(Holding period more than 12 months)	
Zakat deducted	34,620
Prize on prize bond	50,000
Tax dedicated at source	12,000
Amount claimed for rebate:	
e) Shares of listed company purchased sold by Privatization Commission of Pakistan	90,000
f) Donation to Punjab University	40,000

Required: Compute taxable income and tax payable

Tax rate for salaried person year 2019:		
1	Where the taxable income does not exceed Rs. 4,00,000	0%
2	Where the taxable income exceeds Rs. 4,00,000 but does not exceed Rs. 8,00,000	Rs.1000
3	Where the taxable income exceeds Rs. 8,00,000 but does not exceed Rs. 12,00,000	Rs. 2,000
4	Where the taxable income exceeds Rs. 12,00,000 but does not exceed Rs. 25,00,000	5% of the amount exceeding Rs. 12,00,000
5	Where the taxable income exceeds Rs. 25,00,000 but does not exceed Rs. 40,00,000	Rs. 65,000 + 15% of the amount exceeding Rs. 25,00,000
6	Where the taxable income exceeds Rs. 40,00,000 but does not exceed Rs. 80,00,000	Rs. 290.000+20% of the amount exceeding Rs. 40,00,000

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B.B.A. (Hons.) Third Year: 2ⁿᵈ Annual – 2020

Roll No. ....

Time: 2 Hrs.   Marks: 60

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

Note: Attempt any *FOUR* questions from the following.

Question No. 3

(a)   Describe the different tools used in System Design Phase.   **(8)**

(b)   briefly discuss attribute of Information.   **(7)**

Question No. 4

(a)   Briefly discuss components of Computer Based Information System (CBIS)   **(7)**

(b)   Describe different subsystems of Management Information System (MIS) in detail.   **(8)**

Question No. 5

(a)   What are Structured, Un-Structured and Semi-Structured Decision.   **(5)**

(b)   Describe Prototyping System Development approach.   **(10)**

Question No. 6

(a)   Describe Transaction Processing Cycle.   **(7)**

(b)   What different Reports generated by Management Reporting System?   **(8)**

Question No. 7

(a)   What are the key issues in implementation of MIS in business?   **(10)**

(b)   What are the responsibilities of System Analyst?   **(5)**

Question No. 8

(a)   Describe Water Fall Method of System Development in detail.   **(8)**

(b)   Describe four Feasibility types used in SDLC.   **(7)**

Question No. 9

(a)   Briefly discuss Expert System.   **(7)**

(b)   What is Information Resource Management (IRM)? Describe its benefit for the Business.   **(8)**

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Roll No. in Fig. ....

B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Roll No. in Words. ....

Paper: 8 (Management Information System)   Time: 1 Hr. Marks: 40 ....

Signature of Supdt.:

ATTEMPT THIS PAPER ON THIS QUESTION SHEET ONLY

Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

Q.1   What do the following abbreviations stand for?   (6x1=6)

1.   ESS

_____

2.   DSS

_____

3.   SCM

_____

4.   CRM

_____

5.   OLAP

_____

6.   ASCII

_____

Q.2   Mark (T) for True and (F) for False accordingly.   (17x2=34)

1.	Information is raw facts that describe a particular phenomenon.	
2.	Information technology is any computer-based tool that people use to work with information and support the information and information-processing needs of an organization.	
3.	Examples of input devices include a keyboard, mouse, or speaker.	
4.	Mobile computing refers to your ability to transport mobile equipment, such as laptops or PDAs, to any location.	
5.	Supply chain management only deals with the tracking of the final product as it is delivered to the consumer.	
6.	Sharing information with your coworkers through an information system can create a competitive advantage.	

7.	An output device is a tool you use to store information for use at a later time.	
8.	A byte is the smallest unit of information that your computer can process.	
9.	A trackball is an output device.	
10.	Software is the set of instructions that your hardware executes to carry out a specific task.	
11.	Laser printers only produce black and white images.	
12.	Firewire is also called WiFi.	
13.	The threat of new entrants is low when it is easy for competitors to enter the market.	
14.	Revenue and profit are optimized by a well-designed supply chain management.	
15.	Query-by-example (QBE) tools help you graphically design the answer to a question.	
16.	Data warehouses always uses 2D tables to store data	
17.	Data warehouses support transaction processing.	

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B.B.A. (Hons.) Third Year: 2nd Annual – 2020

Roll No. ....

Paper: 9 (Development Economics/International Economics)

Time: 3 Hrs.   Marks: 100

NOTE: Attempt any FIVE questions. Question # 1 is compulsory.
All questions carry equal marks.

Q.1. Define the followings?

i.	Underdevelopment	Vi.	National Income
ii.	Per capita Income	Vii.	Closed Economy
iii.	Production Function	Viii.	Child Labor
iv.	Inequality	Ix.	Indirect Taxes
v.	Gini Coefficient	X.	Traditional Economy

Q.2. Define "Economic Development"? Discuss various methods of measurement of economic development with their strength and weaknesses?

Q.3. Critically discuss the essentials of stages of economic growth model given by Walt.W.Rostow? Does it provide a satisfactory explanation for the process of economic development?

Q.4. Define National Income and its various concepts? Critically discuss the various methods of measurement of national income ?

Q.5. Define Unemployment? Discuss various causes of unemployment? How we can control on unemployment in less developed countries? Give measures?

Q.6. Critically discuss The New Growth Theory in detail? Explain its importance and limitations?

Q.7. Write a Short Note On Any **TWO** Of The Followings?

a) International Dependence Revolution
b) Harrod-Domar Model
c) Poverty

UNIVERSITY OF THE PUNJAB

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Roll No. ....

Paper: 10 (Current Business Affairs)

Time: 3 Hrs.   Marks: 100

SECTION – I

Note: Attempt any FOUR Questions. All questions carry equal marks. 15×4=60

Q. 1 Comment on the importance and role of company analysis. Elaborate the application of conduct horizontal and vertical analysis by the corporate entities by presenting the comparison for decision making.

Q.2 Taxation system is essential for every economy to cope the emerging challenges and Govt. expenditure at every part of the world. Explain the contemporary problem of taxation system and suggest corrective measures to overcome the prevailing problems for the developing and emerging economies.

Q.3 Write a note on any one of the followings:
   a. Challenges and Opportunities of Hospitality Industry
   b. Challenges and Opportunities of Digitization of Economy

Q.4 Telecommunication has a great intervention in the cotemporary business world.. Explain the need and role telecommunication sector in the presence of multi-dimensional challenges at local, regional and global fronts with examples.

Q. 5 What is meant Stock Market? How bonds and stocks are traded at financial market, explain with examples?

Q 6 Elaborate the impact of rapid fluctuations/changes in the foreign exchange rate (especially exchange rate between PKR and US$) on the economy. How these fluctuations can be controlled for short term as well as for the long term

Q 7 Discuss the potential of agriculture sector of Pakistan. Moreover, suggest practical measures and remedies to overcome existing limitations and deficiencies faced by this important sector of the economy.

SECTION – II

NOTE; Attempt TEN Questions. All questions carry equal marks.   (10x4=40)
   1. Joint Stock Company
   2. Financial environment
   3. Energy sector
   4. Plastic money
   5. Digital currency
   6. Inflation
   7. Stock market
   8. Financial intermediaries
   9. Cheque
   10. online business
   11. Exchange rate
   12. Common shares
   13. SME sector
   14. CPEC
   15. Musharakah

**NOTE: Attempt any FIVE questions. Question # 1 is compulsory.
All questions carry equal marks.**

SECTION-I

Q.1. Answer the following short questions.   (5X4=20)

i.   Briefly discuss divestiture of shares and its benefits

ii.   Qualification of CFO

iii. Tenure of office of director

iv.   SECP Act 1997 constitution 3

v.   Holding company and directorship

SECTION-II

Answers to any FOUR of the following questions.   (4X20=80)

Q.2. Discuss the applicability of code of corporate governance in Pakistan.   20

Q.3. Discuss role of directors in eradicating misgovernance and fraudulent activities.   20

Q.4. Discuss in detail corporate and financial reporting framework. Also discuss major issue in corporate governance.   20

Q.5. Why reporting is so important for financial statements? Also discuss the frequency of financial reporting.   20

Q.6. Compare and contrast external and internal auditors with respect of their responsibilities, duties and powers.   20

Q.7. Discuss corporate ownership structure of Pakistan's corporate community.   20

Q.8. Discuss responsibilities and duties of Board of Directors.   20

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Roll No. ....

Paper: FIN-1 Managerial Accounting (Finance Specialization)

Time: 3 Hrs. Marks: 100

NOTE: *Attempt any FIVE questions. All questions carry equal marks.*
Extra attempt of any question will not be considered.

Question: 1

R Limited is considering its plans for the year ending 31 December 2019. It makes and sells a single product, which has budgeted costs and selling price as follows:

	Rs. Per unit
Selling price	50
Direct materials	12
Direct labour	9
Production overhead:	
Variable	5
Fixed	3
Selling overhead:	
Variable	6
Fixed	2
Administration overhead:	
Fixed	3

Fixed overhead costs per unit are based on a normal annual activity level of 96 000 units. These costs are expected to be incurred at a constant rate throughout the year.

Activity levels during January and February 2019 are expected to be:

	January Units	February Units
Sales	7000	8750
Production	8500	7750

Assume that there will be no stocks held on 1 January 2019.

Required:

(a) Prepare, in columnar format, profit statements for the months of February 2019 using:
   (i)   Absorption costing;
   (ii) Marginal costing.
(b) Reconcile and explain the reasons for any differences between the marginal and absorption profits for the month which you have calculated in your answer to (a) above.

Question: 2

PEL Compnay, produces farm equipment at several plants. The business is seasonal and cyclical in nature. The company has attempted to use budgeting for planning and controlling activities, but the variable nature of the business has caused some company officials to be skeptical of its usefulness. The chief accountant for the Adrian Plant has been using a flexible budget to held plant management control operations.

The president asks for an explanation of flexible budgeting, its application, and its possible use for the entire company. The chief accountant presents the following data:

Budget data for 2020

Normal monthly capacity of the plant in direct labour hour	10,000 hours
Materials cost (6 lbs, @ Rs. 1.50)	Rs. 9 per unit
Labor cost (2 hours @ Rs. 6)...	Rs. 12 per unit

Estimated factory overhead at normal monthly capacity:

Variable factory overhead:

Indirect labor	Rs. 6,700
Indirect materials	500
Repairs	700
Total variable factory overhead	Rs. 7,900

Fixed factory overhead:

Depreciation	....	Rs. 2,500
Supervision	....	3,500
Total fixed factory overhead	....	Rs. 6,000
Total fixed and variable factory overhead	....	Rs. 13,900
Planned units for January	....	4,200
Planned units for February	....	5,500

Actual data for January:

Hours worked	....	8,500
Units produced	....	3,900

Costs incurred:

Materials (24,000 lbs.)	....	Rs. 34,000
Direct labor	....	50,000
Indirect labor	....	5,000
Indirect materials	....	600
Repairs	....	1,800
Depreciation	....	2,500
Supervision	....	3,500
Total	....	Rs. 97,400

Required:

1. A manufacturing budget for January.
2. A report for January, comparing actual and budgeted costs for the month's actual activity, assuming that the units produced are to be the measure of activity used in preparing the flexible budget.
3. Explanation of the possibility of applying flexible budgeting to the nonmanufacturing activities of PEL Company.

Question: 3

The Budget Department of the stentorian Manufacturing Company, Inc., gathered the following data concerning future sales and budget requirements:

Anticipated Sales for 19A

Products	Units	Price
A	20,000	Rs.60
B	50,000	65
C	30,000	80

Expected Inventories
January 1,19A

8,000 units
15,000 units
6,000 units

Desired Inventories
December 31,19A

10,000 units
15,000 units
6,000 units

Materials used in manufacture:

Amount Used per Unit of Product

Stock No.	Unit	A	B	C
110	Each	3	-	5
50	Each	2	-	3
41	Pounds	-	1	-
30	Pounds	-	2	-
40	Feet	5	3	4

Anticipated Purchase Price
For Raw Materials

110	Rs.3.00 each
50	2.00 each
41	2.50 per pound
30	4.00 per pound
40	3.25 per foot

Expected Inventories
January 1, 19A

21,000 each
17000 each
10,000 pounds
18,000 pounds
25,000 feet

Desired Inventories
December 31, 19A

25,000 each
23,000 each
15,000 pounds
18,000 pounds
30,000 feet

Labor requirements and rates (direct labor):

Product	Hours per Unit	Rate
A	4	Rs.3.00 per hour
B	5	2.50 per hour
C	5	3.5 per hour

P.T.O.

"Overhead is applied at the rate of 80% of direct labor cost.

Required:
- (a) Sales Budget (Rupees)
- (b) Production budget (Quantities).
- (c) Direct materials budget (Quantities)
- (d) Direct materials purchase budget (Rupees)
- (e) Direct labor budget (Rupees).
- (f) Finished goods inventory, Dec.31, 19A (Rupees).

Question: 4

Last year, the sales of Diamond Paints were Rs. 500,000 with a C/M ratio of 60% and an M/S ratio of 30%. During the current year, a change in sales price and fixed cost resulted in C/M ratio of 25% and an M/S ratio of 40%.

Required:
- i- Change in total sales value
- ii- New Breakeven Point
- iii- Profit during the current year
- iv- Change in fixed cost
- v- Profit during last year.

Question: 5 (A)

A company uses standard costing and the analyses are carried out at the end of the period. The followings are the standards costs for material and labour.

Material   3kg @ Rs. 5 per kg = Rs. 15 per unit
Labour   2 hours @ Rs. 5 per hour = Rs. 10 per unit

During the period, 4,000 units of the product were actually produced using 11,000 kg of material and 10,000 labour hours. The actual material and labour costs were Rs. 64,000 and Rs. 53,500 respectively.

You are required to calculate the following variances:
- i- Material Price Variance
- ii- Material Usage Variance
- iii- Labour Rate Variance
- iv- Labour Efficiency Variance

Question: 5 (B)

A company planned to produce 20,000 units of a product during the period to come. The standard time to produce these units was 40,000 hours. At this level of activity, fixed and variable factory overheads were budgeted at Rs. 50,000 and Rs.70,000 respectively.

During the period, 25,000 units were actually produced in 48,000 hours. Actual factory overheads incurred were Rs. 157,000

You are required to calculate variances for factory overheads using two variance methods

Question: 6

i) Explain the significance of differential costing for decision making?

ii) What do you mean by flexible budget?

iii) What do you mean by margin of safety?

Question: 7

Standard costs and other data for two component types used by Waves electronics are presented below:

	Type 1	Type 2
Direct materials A	Rs. 2.00	Rs. 6.00
Direct materials B	1.80	3.00
Direct labor	2.50	7.00
Factory overhead	6.00 -	Rs. 3.00
Unit standard cost	Rs. 12.30	Rs. 19.00
Units needed per year	8,000	10,000
Machine hours per unit	4	2
Unit cost if purchased	Rs. 12.00	Rs. 20.00

In past years, Waves electronics has manufactured all of its required components; however, in 2013 only 40,000 hours of otherwise idle machine time can be devoted to the production of components. Accordingly, some of the component types must be purchased from outside suppliers. In producing various types, factory overhead is applied at Rs. 1.50 per standard machine hour. Fixed capacity costs, which will not be affected by any make-or-buy decision, represent 40% of the applied factory overhead. The 40,000 hours of available machine time are to be scheduled, so that Waves realizes maximum potential cost savings.

Required:
- (1) The relevant unit production costs to be considered in the make-or-buy decision to schedule machine time.
- (2) The units of type 1 and Type 2 that Waves should produce if the allocation of machine time is based on potential cost savings per machine hour.

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Roll No. ....

PAPER: FIN-2 Financial Analysis (Finance Specialization)

Time: 3 Hrs. Marks: 100

NOTE: Attempt any FIVE questions including Questions No. 1 which is compulsory. All questions carry equal marks.

Q.No. 1 Briefly explain any ten (10) terms given below:-

1) Identify three ratios used to evaluate short term solvency
2) Identify three ratios used to evaluate efficiency
3) Identify three ratios used to evaluate long term solvency
4) Distinguish between operating income & net income
5) Distinguish between cross section and time series analysis
6) What is meant by value added?
7) What is meant by economic value added?
8) What is meant by diluted EPS?
9) How you will define return on assets?
10) Define dividend payout
11) Cyclical company Vs. Cyclical stock
12) Defensive company Vs. Defensive stock
13) Define earning yield
14) Define dividend cover
15) Limitations of ratio analysis

Q.No. 2

The assets of ABC Limited consists of fixed and current while its current liabilities comprise bank credit and trade credit in the ratio of 3:1. From the following figures relating to the company for the year 2015.

Share capital	Rs.299,500
Working capital	90,000
Gross profit	25%
Stock turnover	8
Average collection period	1.5 months
Current ratio	2.5
Quick ratio	1.5
Reserves and surplus to cash	4.5

Required:

Prepare its balance sheet showing the details for working:

Q.No. 3

Complete the 2018 Balance Sheet for ABC Company using the following information:

Assets	Amount (Rs.)	Liabilities & Stockholder's Equity	Amount (Rs.)
Cash	32,720	Accounts payable	120,000
Marketable securities	25,000	Notes payable	?
Accounts Receivable	?	Expenses payable	20,000
Inventory	?	Total current liabilities	?
Total Current Assets	?	Long term debt	?
Net fixed Assets	?	Stockholder equity	600,000
Total Assets	?	Total Liabilities & Stockholder Equity	1500,000

The following financial data for 2018 is as follows:-

1. Sales total 1,800,000.
2. The Gross profit margin was 25%.
3. Inventory turnover was 6.0.
4. Accounts receivable turnover was 9.0.
5. The current ratio was 1.60.
6. The total Asset turnover ratio was 1.20.
7. The debt ratio was 60%.

Q.No. 4

The following are the Balance Sheet of Sunshine Limited for the years ending 31st December, 2017 and 2018.

(Rupees in Lakhs)

Liabilities	2018 Rs.	2017 Rs.	Assets	2018 Rs.	2017 Rs.
Non-Current Liabilities			Non Current Assets		
Equity share capital	1,647	700	Net fixed Assets	1,500	800
Reserves & Surpluses	758	758	Long term investments	320	280
Debentures	750	900	Current Assets		
Current Liabilities			Debtors	390	375
Bank overdraft	120	112	Inventories	785	692
Creditors	210	229	Prepaid expenses	15	18
Bills payable	300	180	Cash in hand	300	200
Provision for taxation	50	36	Cash at bank	525	550
Total	3,835	2,915	Total	3,835	2,915

Required:-Prepare a comparative Balance Sheet of the company and interpret its financial position.

Q.No. 5

The following is the balance sheet of ABC enterprises Ltd., for the year ended on 31st December 2016 :

LIABILITIES	Rs.	ASSETS	Rs.
Share Capital	200,000	Goodwill	120,000
Capital Reserve	40,000	Fixed Assets	280,000
12% Debentures	100,000	Stock	60,000
Profit & Loss A/c	60,000	Short term Investments	20,000
Sundry Creditors	80,000	Cash	60,000
Provision for taxation	40,000		
Bank overdraft	20,000		
Total	540,000	**Total**	540,000

Shows the full working, calculate the following ratios:

i)   Acid test ratio   ii)   Proprietory ratio
iii)   Debt-equity ratio   iv)   Return on shareholders fund

Q.No. 6

What is meant by overall profitability of a company. How much ratios may be included while measuring the overall profitability of the company, explain all ratios.

Q.No. 7

How you will review the annual report of a public limited company keeping in view the following features:

1) Chairman Review
2) CSR Report
3) Corporate Governance Report
4) Risk Management Report

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B.B.A. (Hons.) Fourth Year: 2nd Annual – 2020

Roll No. ....

PAPER: 3 Small Business Management (Marketing / Finance Specialization)   Time: 3 Hrs.   Marks: 100

NOTE: Attempt any FIVE questions. Question # 1 is Compulsory.
All Questions carry equal marks.

Q:1	Briefly discuss the following: I. Planned business exit II. Need for operational planning III. Strengths and opportunities for a small business IV. Small business vs. entrepreneurial venture V. Steps in profit planning	4x5=20
Q:2	Write down the steps of starting a new business on a small scale. What are the most important considerations for establishing a new small scale venture?	20
Q:3	What is business plan? Explain in detail the outline of a business plan. Also discuss the importance of a good business plan.	20
Q:4	Elaborate the types of capital used in small business? In detail, discuss the financial structure of a small business.	20
Q:5	Briefly discuss the role of purchasing in small businesses. How suppliers should be selected and how to ensure quality? Support your answer with appropriate examples.	20
Q:6	What is meant by performance standards? Also briefly discuss the different types of budgets.	20
Q:7	Write a note on family business limitations and interactions in a small scale business. What are the considerations for selling a family owned business to outsiders?	20

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Paper: 4 Pakistan Economy (Marketing / Finance Specialization)

Roll No. ....

Time: 3 Hrs. Marks: 100

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

Q.1 How much agricultural sector contributes in Pakistan economy? Identify major problems facing by agricultural sector of Pakistan? Give suggestion for development of the agricultural sector in Pakistan? **20**

Q.2 Critically examine the present situation of Pakistan Industrial sector? How we can boost the flow of capital in the industrial sector? **20**

Q.3 Discuss agricultural marketing policy? What are the objectives of agricultural marketing in Pakistan? **20**

Q.4 a. Explain in detail the present condition of exports in Pakistan? **10**
b. Suggest measures which government of Pakistan needs to take to increase its exports? **10**

Q.5 What is Monetary Policy? Write about the objectives and instruments of the Monetary Policy in Pakistan? **20**

Q.6 Critically discuss the major causes which create social problem in Pakistan? Give suggestion for improvement of the society? **20**

Q.7 Write a Short Note on any **TWO** of the followings? **20**
a. Role of Technology in Economic Development
b. Inflation
c. Natural Resources of Pakistan

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B.B.A. (Hons.) Fourth Year: 2nd Annual – 2020

Paper: 5 Mathematics (Advanced) (Marketing / Finance Specialization)

Roll No. ....

Time: 3 Hrs. Marks: 100

NOTE: *Attempt any FIVE questions. While question # 1 is Compulsory. All questions carry equal marks.*

Section-1

Attempt all parts of Question-1

(20)

Q1: Define the following terms. All parts carry equal marks.

i.   State slope and y-intercept of straight line: $2x + 4y - 8 = 0$.

ii. What are the equations of x-axis and y-axis?

iii. What shall be the shape of straight line having negative slope?

iv. Define Limit.

v.   Anti-derivative.

vi.   State Exponent Rule of Integration.

vii. State test of existence of continuity.

viii. Particular solution of Differential Equations.

ix.   Name types of solutions of differential equations.

x.   Write formula of slope of straight line. .

Section-2

Attempt any Four Questions from this section

Q2 (a): A transport company is planning to purchase two types of buses "Standard" and "Luxury" with an allocated budget of 60 million rupees. Price of a standard bus is 4 million rupees and of Luxury 5 million rupees. Develop an equation that can describe possible combinations of buses could be purchased in allocated budget. Rewrite the equation in slope intercept form considering luxury buses as dependent variable. How many luxury buses could be purchased by sacrificing 5 standard buses?

(05 + 03+ 02=10)

(b) Write equations of the line passes through the point (3, -3) and:

(i) Parallel to y-axis;

(ii) Perpendicular to y-axis.

(05 + 05=10)

Q3 (a): A metropolitan district court sorts its cases into three categories. Court records have enabled the court clerk to provide estimates of the average number of hours required to process each type of case. Type-1 cases average 16 hours, type-2 average 8 hours, and type-3 average 4.5 hours. For the coming month 800 hours are available in six different courtrooms in building. Determine an equation whose solution set includes all the different combinations of the three types of cases which would schedule the courts to their capacity. If there shall be no case of type-2 and 3, how many cases of type-1 courts can process in next month?

(07 + 03 = 10)

(b) A local dairy association enlists the help of a marketing firm to predict the demand for milk. The research firm finds that the local demand for milk can be predicted by the equation: $q = -4,00p + 12,00$, where p represents the price per liter in dollars and q represents the number of liters purchased per week.

a) Graph the equation.

b) Identify the slope and q-intercept.

c) Interpret the meaning of the slope and q-intercept in this application. (04 + 02 + 04 = 10)

Q4 (a): Let's determine whether $\lim_{x \to 3} f(x)$ exists if:

(10)

$$f(x) = \frac{x^2 - 9}{x - 3}$$

(b): State definition of Continuity at a point and test whether the function stated in part-a of this question is Continuous at x = 3?

(10)

Q5: Integrate:

(10+10=20)

(i) $\int \frac{x-1}{4x^2 - 8x + 10} \, dx$

(ii) $\int (x^2 - 2x)^5 (x - 1) dx$

Q6: Show that:

(20)

$$\int_0^4 3x^2 dx = \int_0^2 3x^2 dx + \int_2^4 3x^2 dx$$

Q7: For each of the following differential equations, find the general and particular solutions: (10+10=20)

(iii) $\frac{dy}{dx} = 4x^3 + 9x^2, f(-1) = 50$

(iv) $20x = 5 + (\frac{d^2y}{dx^2}), f(1) = 25$ and $f(2) = 81$

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B.B.A. (Hons.) Fourth Year: 2nd Annual – 2020

Roll No. ....

Paper: FIN-6　Financial Management (Advanced) (Finance Specialization)　　Time: 3 Hrs. Marks: 100

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

Q. No. 1
(10,10)
1. What is inventory management? What are three different types of inventories? Discuss how to take effective actions to manage different types of inventories.
2. Define financial management and its importance.

Q. No. 2
(20)
Connors Shoe Company is contemplating the acquisition of Salinas Boots, a firm that has shown large operating tax losses over the past few years. As a result of the acquisition, Connors believes that the total pretax profits of the merger will not change from their present level for 15 years. The tax loss carryforward of Salinas is $800,000, and Connors projects that its annual earnings before taxes will be $280,000 per year for each of the next 15 years. These earnings are assumed to fall within the annual limit legally allowed for application of the tax loss carryforward resulting from the proposed merger (see footnote 2 on page 719). The firm is in the 40% tax bracket.
   a. If Connors does not make the acquisition, what will be the company's tax liability and earnings after taxes each year over the next 15 years?
   b. If the acquisition is made, what will be the company's tax liability and earnings after taxes each year over the next 15 years?
   c. If Salinas can be acquired for $350,000 in cash, should Connors make the acquisition, judging on the basis of tax considerations? (Ignore present value.)

Q. No. 3
(20)
Find NPV and Profitability Index and rank with respect of NVP and Profitability Index using the following data.
   - Initial investment $ 95000 for Goods-1 project
   - Initial investment $ 125000 for Goods-2 project
   - Cost of using funds is 12% for both goods-1 and goods-2 project
   - For the years 2019, 2018, 2017, 2016 and 2015 cashflows for Goods-1 project and Goods-2 project are given below:

Goods-1 project	Goods-2 project
$ 70,000	$ 1,70,000
8,000	30,000
18,000	9,000
20,000	30,000
27,000	20,000

You are required to find net present value for Goods-1 project and Goods-2 project and decide which project is suitable to accept. Also find profitability index for both Goods-1 project and Goods-2 project and evaluate acceptance or rejection.

Q. No. 4 (20)

As president of Young's of California, a large clothing chain, you have just received a letter fr..... a major stockholder. The stockholder asks about the company's dividend policy. In fact, the stockholder has asked you to estimate the amount of the dividend that you are likely to pay next ir. You have not yet collected all the information about the expected dividend payment, but you know the following:

a) The company follows a residual dividend policy.
b) The total capital budget for next year is likely to be one of three amounts,
c) depending on the results of capital budgeting studies that are currently under
d) way. The capital expenditure amounts are $2 million, $3 million, and
e) $4 million.
f) The forecasted level of potential retained earnings next year is $2 million.
g) The target or optimal capital structure is a debt ratio of 40%.

Q. No. 5 (20)

Given the following market values of stocks in your portfolio and their expected rates of return, what is the expected rate of return for your common stock portfolio by dividing each stocks value to total market value.

Stock	Market Value	E(r)
Disney	$ 15000	0.14
Starbucks	17000	-0.04
Harley Davidson	32000	0.18
Intel	23000	0.16
Walgreens	7000	0.12

Q. No. 6 (20)

Currently under consideration is an investment with a beta, b, of 1.50. At this time, the risk-free rate of return, RF, is 7%, and the return on the market portfolio of assets, rm, is 10%. You believe that this investment will earn an annual rate of return of 11%.

a) If the return on the market portfolio were to increase by 10%, what would you expect to happen to the investment's return? What if the market return were to decline by 10%?
b) Use the capital asset pricing model (CAPM) to find the *required return* on this investment.
c) On the basis of your calculation in part b, would you recommend this investment? Why or why not?
d) Assume that as a result of investors becoming less risk-averse, the market return drops by 1% to 9%. What impact would this change have on your responses in parts b and c?

Q. No. 7 (5 each)

a) Positive and negative points of merger
b) Debt financing
c) Financial long-term planning
d) What are key elements of acquisition.

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B.B.A. (Hons.) Fourth Year: 2nd Annual – 2020

Roll No. ....

Paper: FIN-7 Taxation Management (Advanced) [Finance Specialization]   Time: 3 Hrs. Marks: 100

NOTE: Attempt any FIVE questions in all. Question # 1 is Compulsory.
All Questions carry equal marks

Section-1

Q.1 Define and explain any five of the following terms with reference to Income Tax Ordinance 2001:

(a) Company   (e) Resident
(b) Tax Year   (f) Person
(c) Income year   (g) Associates
(d) Principal year   (h) Total income

Section-2

Q 2 What is provident fund? Discuss the treatment of various types of provident fund for inclusion in total income and exemption from income tax?

Q.3 What are the conditions laid down under the income tax ordinance2001 for depreciation allowance?

Q.4 What is meant by "Income from Property" and discuss its allowable deduction under section 15-A of the income tax ordinance 2001?

Q.5 What are the various types of losses and how can these losses be set off and carry forward?

Q.6 Explain in detail the provisions of Income Tax Ordinance 2001, in respect of appeal to appellate tribunal and the Composition of the appellate Tribunal?

Q.7 Define and explain the following terms with reference to sales tax act 1990:

(a) Active taxpayer   (b) Manufacture
(c) Return   (d) Supply

Q.8 The following data relates to Mr. Mahid Baig for the tax year ended 30th June xxxx.

(1) Basic Salary Rs. 500,000

(2) Bonus Rs.100,000

(3) Pay in lieu of leave Rs.60,000

(4) Special additional allowance Rs.35,000

(5) Conveyance allowance Rs.60,000

(6) House rent allowance Rs.100,000

(7) Donation to al- Shifa Trust specified in clause 61of school schedule Rs. 15,000

(8) Rental income Rs. 100,000

(9) Property tax and insurance paid Rs. 4,430

(10) Gain on sale of private company shares (Disposed off within 12 months) Rs. 34,000

(11) Share of profit from AOP Rs. 14,000

(12) Contribution to approved pension fund Rs. 150,000

(13) Rent of furniture and fitting Rs. 15,000

(14) Income from fruit processing unit setup in Punjab Rs. 30,000

(15) Rent from sublease of land and building Rs. 25,000

Required: Compute taxable income and tax payable.

Tax rate for salaried person year 2020:

1	Up to Rs. 400,000	Nil
2	Rs. 400,000 to 500,000	2% on the amount exceeding Rs. 400,000
3	Rs. 500,000 to 750,000	Rs. 2,000+5% of exceeding Rs. 500,000
4	Rs. 750,000 to 1,400,001	Rs. 14,500+10% on the amount exceeding Rs. 750,000
5	Rs. 1,400,001 to 1,500,000	Rs. 79,500+12.5% on the amount exceeding Rs. 1.400,000
6	Rs. 1,500,001 to 1,800,000.	Rs. 92,00+15% on the amount exceeding Rs. 1,500,000
7	Rs. 18,00,000 to 2500,00	Rs. 137,000+17.5% on the amount exceeding Rs. 1,800,000
8	Rs. 25,00,000 to 30,00,000	Rs. 2,59,500+20% of exceeding Rs.2500,000
9	Rs. 30,00,000 to 35,00,000	Rs. 3,59,500+22.5% on the amount exceeding
10	Rs. 35,00,000 to 40,00,000	Rs. 4,72,000+25% on the amount exceeding Rs.35,00,000

UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Fourth Year: 2nd Annual – 2020

Paper: 8 Statistics (Advanced) (Marketing / Finance Specialization)

Time: 3 Hrs. Marks: 100

Section-I
Attempt all parts of Q.1

Q.1: Define the following terms.   (10x2=20)

i. Trend component of time series
ii. Simple index number
iii. Statistics
iv. Random Sampling
v. Parameter
vi. Seasonal Variation
vii. Point estimators for estimating Population variance
viii. Level of significance
ix. Correct decisions relating to hypothesis testing
x. Test statistic to test given attributes are not associated with each other

Section-II
Attempt any four Question from this section

Q2: Following data relates to per unit prices of housing utilities i.e. Electricity, Gas, Water and Telephone: (20)

Utilities	Years					
	2015		2017		2019	
	Price	Quantity	Price	Quantity	Price	Quantity
Electricity	2.97	155	3.40	150	4.50	160
Gas	7.90	8.70	9.10	9.00	10.10	8.80
Water	0.40	255	0.45	295	0.55	320
Telephone	2.50	55	2.75	58	3.00	60

How much the prices of utilities are increase/decrease in 2017 and in 2019 as compared to 2015 (2015 = 100) applying the formula of Fisher's index number?

Q3: The following table lists the average monthly price of a share of ABC Co. for last two years:

Year-2018 / Month	Price (Rs./ share)	Year-2019 / Month	Price (Rs./ share)
January	25	January	55
February	30	February	60
March	27	March	64
April	33	April	58
May	43	May	66
June	38	June	75
July	40	July	74
August	44	August	73
September	42	September	77
October	51	October	80
November	55	November	78
December	52	December	82

Compute the trended average monthly price per share using the method of semi-averages.

(20)

Q4: A population is consist of letters of the word "**KARACHI**". Draw all possible samples using technique of without replacement taking three letters of the population at a time. Find proportion of letter "A" in each sample (p). Make Sampling distribution of "p". Compute mean and variance of the sampling distribution. Also compare these with the population. (20)

Q5: Use following data and test the null hypothesis that the means of two normal populations are equal against any suitable alternative hypothesis, take $\alpha = 5\%$: (20)

Statistical Measure	Sample-I	Sample-II
Sample Size	8	11
Sample Mean	24.56	26.42
Unbiased Sample Variance	12.4	15.8

Q6 (a): A study by Hewitt Associate showed that 75% companies offer employees flexible scheduling. A Chartered Accountant believes that in Accountancy Firms this figure is some what lower. To judge his impression the Chartered Accountant randomly selects 55 Accountancy Firms throughout the country and determines that 40 of these forms have flexible scheduling. Conduct an appropriate test with 1% level of significance to conclude whether the proportion of Accountancy Firms offering flexible scheduling is lower? (10)

(b): A random sample of 81 items is taken and it gives mean of 47. The population from this Random sample is taken have standard deviation 5.89. Construct all most 100% confidence interval to estimate population mean (μ). (10)

Q7: Make ANOVA Table and test mean production time by four methods are not significantly different. Following is the sample data regarding production time in minutes: (20)

Method-I	Method-II	Method-III	Method-IV
12	12	14	13
13	14	15	14
14	13	16	15
16	16	18	16
20	15	22	17

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B.B.A. (Hons.) Fourth Year: 2ⁿᵈ Annual – 2020
Paper: 9 E-Commerce [Marketing/Finance Specialization]   Time: 1 Hr.30 Min. Marks: 50

Roll No. in Fig. ....
Roll No. in Words. ....
....
....
Signature of Supdt.:

ATTEMPT THIS PAPER ON THIS QUESTION SHEET ONLY

Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

Q.1.(a) Select the most suitable choice.   (20x2=40)

1.Protocol is client/server program used to retrieve the
A. Information   B. Location   C. Document   D. FilesAnswer:
2. A Uniform Resource 2Locator (URL), is a standard for specifying any kind of information on the
A. Server   B. IP   C. Web Page D. Internet
3. transmission from Earth to satellite is called the
A. Up-link   B. Down-link C. Low-link D. High-link
4.DCF stands for
A. Direct Control Function   B. Distributed Control Function
C. Direct Coordination Function   D. Distributed Coordination Function
5.Which of the following is part of the four main types for e-commerce?
a. B2B   b. B2C   c. C2B   d. All of the above
6.Which segment do eBay, Amazon.com belong?
a. B2Bs   b. B2Cs   c. C2Bs   d. C2Cs
7.Which type of e-commerce focuses on consumers dealing with each other?
a. B2B   b. B2C   c. C2B   d. C2C
8. Which is not a function of E-commerce
a. marketing   b. advertising   c. warehousing   d. none of the above
9. Most individuals are familiar with which form of e-commerce?
a. B2B   b. B2C   c. C2B   d. C2C
10. An industry is less attractive for suppliers when the rivalry among existing competitors is:
a. High   b. Low   c. More   d. Less
11. How the transactions occur in e-commerce?
a. Using e-medias   b. Using computers only
c. Using mobile phones only d. None of the above
12. Which type of products is lesser purchased using ecommerce?
a. automobiles   b. books   c. softwares   d. none
13. Materials used in the normal operation of a business but not related to primary business operations are called what?
a. Supplies   b. Direct materials   c. Indirect materials   d. Daily stuff
14. Amazon.com is well-known for which e-commerce marketing technique?
a. Banner ads   b. Pop-up ads   c. Affiliate program   d. Viral marketing
15. An electronic check is one form of what?
a. e-commerce   b. online banking   c. e-cash   d. check
16. If you need to transfer money to anotherperson via the internet, which of the following methods could you use?
a. financial cybermediary   b. electronic check
c. electronic bill presentment and payment   d. all of the above

17. A combination of software and information designed to provide security and information for payment is called a what?

a. digital wallet   b. pop up ad   c. shopping cart   d. encryption

18. What is the name for direct computer-to-computer transfer of transaction information? contained in standard business documents?

a. internet commerce   b. e-commerce

c. transaction information transfer   d. electronic data interchange

19. Which of the following is used in B2B to pay for purchases?

a. e-commerce   b. financial electronic data interchange

c. electronic data exchange   d. electronic checks

20. What is an intranet that is restricted to an organizationand certain outsiders, such as customers and suppliers?

a. Client/server network   b. Intranet   c. Extranet   d. Thin clie

Q. 1(b):   What does the following stands for: (1 x 10 = 10)

1   MRS

2   A2B _____

3   DCM _____

4   DTD _____

5   IDEA _____

6   FTP _____

7   HTTP _____

8   IPS _____

9   JPEG _____

10   HTML _____

UNIVERSITY OF THE PUNJAB
B.B.A. (Hons.) Fourth Year: 2nd Annual – 2020

Roll No. ....

Paper: 9 E-Commerce [Marketing/Finance Specialization]

Time: 1 Hrs. & 30 Min. Marks: 30

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

Note: Attempt any *THREE* questions from the following.

Q. No. 2:

a) Differentiate between E-Commerce and physical Commerce in detail.

b) What are the problems of E-Commerce while customers are facing during online services?

Q. No. 3:

What is market and how the market work through advertisement in E-Commerce? Explain in details.

Q. No. 4:

a) Explain the basic reasons that why people visit web sites and dealing with E-Commerce.

b) How direct market works explain its key procedure in detail.

Q. No. 5:

a) Why internet security is important in E-Commerce? Explain the concerns of secure E-Commerce.

b) What is digital market explain its functions in detail.

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B.B.A. (Hons.) Fourth Year: 2ⁿᵈ Annual – 2020

Roll No. ....

Paper: 10 Financial Institutions and Services (Marketing/Finance Specialization)   Time: 3 Hrs. Marks: 100

NOTE: Attempt any FIVE questions while question # 7 is Compulsory.

Q: 1	"Financial Institutions play a major role in development of an Economy". Discuss in detail.	15
Q: 2	Define Insurance and explain the following: 　a) Marine Insurance 　b) Whole Life Insurance Policy. 　c) Universal Life Insurance Policy.	15
Q: 3	What factors are to be examined by the financial institutions before extending any financial facility?	15
Q: 4	Define Mutual Funds; explain its different kinds and role played by NIT in promotion of Mutual Funds Industry.	15
Q: 5	Define Stock Exchange a write a detailed note on the process of IPO?	15
Q: 6	Define Letter of Credit and explain the procedure followed for establishment of Letter of Credit?	15
Q: 7	Write Short Notes on: a) Term Finance Certificates (TFC) b) Current Account c) Online Banking d) Cover Note e) Investment Bank f) DFI g) Mortgage h) Bullish Market	(8X5) 40