

MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I

R.No.

Subject: Principles of Management
Full Marks: 100

Course Code: MGT 311
Time: 3:00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

- Q1. In what orders do managers typically perform the managerial functions?
- a. Organizing, planning, controlling, leading c. Planning, organizing, controlling, leading
b. Organizing, leading, planning, controlling d. Planning, organizing, leading, controlling
- Q2. Which one of the following is NOT a significance of management?
- a. Helps in achieving goals c. Optimum utilization of resources
b. Increases costs d. Establishes sound organization
- Q3. Which approach points out that people deserve to be the central focus of the organized activity?
- a. Contingency approach c. Classical approach
b. Behavioral approach d. All of the above
- Q4. What does acronym SMART stand for?
- a. Suitable, Measurable, Actionable, Rewarded and Timely
b. Specific, Measurable, Actionable, Realistic and Timely
c. Standardized, Measurable, Achievable, rewarded and Timely
d. Specific, Measurable, Achievable, Rewarded and Timely
- Q5. Which of this is not mentioned in decision making style matrix?
- a. Analytic c. Behavioral
b. Directive d. Performance management
- Q6. Which of the following is incorrect?
- a. Planning is the part of the management process that attempts to define the organizations future.
b. The approach to planning can differ greatly from manger to manger.
c. Planning is a one-time event.
d. Planning is thinking in advance about the sequence of actions to accomplish a proposed course of action.
- Q7. A process of retaining authority in the hands of few high level managers is called-
- a. Centralization c. Decentralization
b. Formalization d. In formalization
- Q8. When a quality control manager aids a production manager by determining the acceptable quality level of products or services at a manufacturing company, initiating quality programs, and carrying out statistical analysis to ensure compliance with quality standards, is an example of:
- a. Line authority c. Staff authority
b. Functional authority d. Line and staff authority

- Q9. Which one of the followings is not an internal factor affecting staffing?
- a. Promotion policy
 - b. Labor laws
 - c. Future growth plans
 - d. Technology used
- Q10. What is an organization?
- a. The physical location where people work.
 - b. A collection of individuals working for the same company
 - c. A deliberate arrangement of people to accomplish some specific purpose
 - d. A group of individuals focused on profit-making for their shareholders.
- Q11. Which directing technique encourages and enables the subordinate to contribute his own initiative, independent thought, drive, perspicacity and ingenuity to the solution of the problem?
- a. Autocratic direction
 - b. Consultative direction
 - c. Free rein direction
 - d. Declarative direction
- Q12. Which one of the following is FALSE?
- a. Motivation is similar to job satisfaction.
 - b. Motivation is system oriented.
 - c. Motivation can be positive or negative.
 - d. Motivation is a continuous process.
- Q13. Which is not a dimension in Maslow's Hierarchy of needs theory?
- a. Ego
 - b. Self esteem
 - c. Physiological
 - d. Belongingness
- Q14. When a manager monitors the work performance of workers in his department to determine if their quality of their work is up to standard, this manager is engaged in which function?
- a. Planning
 - b. Organizing
 - c. Controlling
 - d. Leading
- Q15. In which type of control Corrective action is taken after analyzing variances with the planned standards at the end of the activity?
- a. Concurrent control
 - b. Feed forward control
 - c. Feedback control
 - d. Consequence control

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You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any EIGHT questions:

- Q1. What is management? Explain the relevance of management in an organization. (2+3)
- Q2. What are the emerging challenges in management? Explain any two in detail. (5)
- Q3. Explain 'Management by Objective' (MBO) as technique of plan formulation. What are its underlying conditions for its implementation in an organization? (2+3)
- Q4. Define organization structure. Make a distinction between formal and informal organization. (2+3)
- Q5. Describe a decentralized organization. Why there is a tendency among bigger organizations to decentralize? (2+3)
- Q6. Explain the different factors that affect staffing in an organization. (5)
- Q7. What do you understand by directing? State any three principles of directing. (2+3)
- Q8. Critically analyze Abraham Maslow's Hierarchy of needs theory. (5)
- Q9. Describe the different types of control in detail with examples. (5)
- Q10. Write shorts notes on: (Any two) (2.5+2.5)
- a) Significance of Motivation b) Leadership traits c) Matrix organization

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any THREE questions:

- Q11. "Managers have to do lot more than what they are supposed to do." Based on the statement, describe the different roles managers have to play in an organization. (10)
- Q12. "Planning is not a single event, it is an ongoing process that reflects and adapts to changes in the environment surrounding the environment." Explain the process of planning followed in the organization with examples. (10)
- Q13. "Structure is the most essential elements for allocating duties, responsibilities and authorities. But long hierarchy keeps a distance between managers and subordinates." In the light of this statement, give your opinion how the organization should be designed in an organization? (10)
- Q14. Explain any three styles of leadership in an organization. Distinguish between a leader and a manger. (7.5+2.5)
- Q15. Control is the process of monitoring activities to ensure that they are being accomplished as planned and correcting any significant deviation. In the light of the above statement, discuss the importance and prerequisites of effective control system. (5+5)

SECTION D: CASE STUDY (15 MARKS)

- Q16. *Read a case given below and answer the following questions:*

Toyota

Toyota Motor Corporation has often been referred to as the gold standard of the automotive industry. In the first quarter of 2007, Toyota overtook General Motors Corporation in sales for the first time as the top automotive manufacturer in the world. Toyota reached success in part because of its exceptional reputation for quality and customer care. Despite the global recession and the tough economic times that American auto companies such as

General Motors and Chrysler faced in 2009, Toyota enjoyed profits of \$16.7 billion and sales growth of 6% that year. However, late 2009 and early 2010 witnessed Toyota's recall of 8 million vehicles due to unintended acceleration. How this could happen to a company known for quality and structured to solve problems as soon as they arise? To examine this further, one has to understand about the Toyota Production System (TPS).

TPS is built on the principles of "just-in-time" production. In other words, raw materials and supplies are delivered to the assembly line exactly at the time they are to be used. This system has little room for slack resources, emphasizes the importance of efficiency on the part of employees, and minimizes wasted resources. TPS gives power to the employees on the front lines. Assembly line workers are empowered to pull a cord and stop the manufacturing line when they see a problem.

However, during the 1990s, Toyota began to experience rapid growth and expansion. With this success, the organization became more defensive and protective of information. Expansion strained resources across the organization and slowed response time. Toyota's CEO, Akio Toyoda, the grandson of its founder, has conceded, "Quite frankly, I fear the pace at which we have grown may have been too quick."

Vehicle recalls are not new to Toyota; after defects were found in the company's Lexus model in 1989, Toyota created teams to solve the issues quickly, and in some cases the company went to customers' homes to collect the cars. The question on many people's minds is, how could a company whose success was built on its reputation for quality have had such failures? What is all the more puzzling is that brake problems in vehicles became apparent in 2009, but only after being confronted by United States transportation secretary Ray LaHood did Toyota begin issuing recalls in the United States. And during the early months of the crisis, Toyota's top leaders were all but missing from public sight.

The organizational structure of Toyota may give us some insight into the handling of this crisis and ideas for the most effective way for Toyota to move forward. A conflict such as this has the ability to paralyze productivity but if dealt with constructively and effectively, can present opportunities for learning and improvement. Companies such as Toyota that have a rigid corporate culture and a hierarchy of seniority are at risk of reacting to external threats slowly. It is not uncommon that individuals feel reluctant to pass bad news up the chain within a family company such as Toyota. Toyota's board of directors is composed of 29 Japanese men, all of whom are Toyota insiders. As a result of its centralized power structure, authority is not generally delegated within the company; all U.S. executives are assigned a Japanese boss to mentor them, and no Toyota executive in the United States is authorized to issue a recall. Most information flow is one-way, back to Japan where decisions are made.

Will Toyota turn its recall into an opportunity for increased participation for its international manufacturers? Will decentralization and increased transparency occur? Only time will tell.

Questions:

- a. Under which form of organization is the company presently operating? What are the pros and cons of Toyota's structure? (5)
- b. What organization structure would you suggest to Toyota to overcome the existing problems? And why? (5)
- c. What are the most important elements of Toyota's organizational structure? (5)

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BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I**

R.No.

Subject: Financial Accounting
Full Marks: 100

Course Code: MGT 312
Time: 3:00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

- Q1. Following are the core objectives of accounting except:
- a. Keeping systematic record
 - b. Ascertain the financial position of the business
 - c. Ascertain the external influence of the business
 - d. Describe the liquidity position of the business
- Q2. The debts, which are to be repaid within a short period (year or less) are known as;
- a. Current liabilities
 - b. Long-term liabilities
 - c. Contingent liabilities
 - d. All of the above
- Q3. The accounts that record expenses, gains and losses are;
- a. Personal accounts
 - b. Real accounts
 - c. Nominal accounts
 - d. None of the above
- Q4. Patents, Copyrights and Trademarks are;
- a. Current assets
 - b. Fixed assets
 - c. Intangible assets
 - d. Investments
- Q5. is the concept that when you record revenue, you should record all related expenses at the same time.
- a. Reliability principle of accounting
 - b. Matching principle of accounting
 - c. Full disclosure principle of accounting
 - d. Revenue recognition principle of accounting
- Q6. Which income also called deferred or unearned income?
- a. Earned income
 - b. Unpaid income
 - c. Paid income
 - d. Advance income
- Q7. It is a statement that reports the assets and claim to the assets on a specific period of time.
- a. Income statement
 - b. Balance sheet statement
 - c. Cash flow statement
 - d. Funds flow statement
- Q8. What is debit note?
- a. A document sent by customer to a supplier.
 - b. A document sent by supplier to a customer.
 - c. A document sent by customer to firm.
 - d. A document sent by supplier to firm.
- Q9. Which is correct for accounting equation?
- a. Assets = Capital + Shareholder's equity
 - b. Assets = Liabilities + Shareholder's Liability
 - c. Assets = Capital + Shareholder's Capital
 - d. Assets = Liabilities + Shareholder's Equity
- Q10. Which type of account is entered in balance sheet?
- a. Nominal
 - b. Real
 - c. Capital
 - d. Expense

- Q11. For what purpose you prepare profit and loss a/c?
- a. To find out net profit or net loss
 - c. To know closing stock
 - b. To find out gross profit or gross loss
 - d. To determine the sales
- Q12. Books of accounts which are not maintained according to double entry system are known as;
- a. Complete records
 - c. Single records
 - b. Incomplete records
 - d. None of these
- Q13. Fixed assets are double than the current assets and half the capital. The current assets are Rs.3, 00,000 and investments are Rs.4, 00,000. Then the current liabilities recorded in balance sheet will be:
- a. 2, 00,000
 - c. 3, 00,000
 - b. 1, 00,000
 - d. 4, 00,000
- Q14. Which of the following statements are false?
- a) Cash flow statement is helpful in the formation of policies.
 - b) Cash flow statement is useful for external analysis.
 - c) Cash Flow Statement is helpful in estimating future cash flow.
 - a. Both a) and b)
 - c. Both b) and c)
 - b. Both a) and c)
 - d. None of the above
- Q15. The vehicle costs Rs. 150,000; it charges 20% depreciation according to written down value method estimate the value of the vehicle after depreciation at the end of three years.
- a. 68000
 - c. 78000
 - b. 56000
 - d. 76800

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SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any EIGHT questions:

- Q1. “Accounting is a language of business.” Explain with suitable example. (3+2)
- Q2. What do you mean by double entry system? Why is it needed in accounting? (2+3)
- Q3. List and explain the various users of accounting information in brief. (2+3)
- Q4. How can you differentiate between reserve and capital? Explain with example. (4+1)
- Q5. Prasanna set up practice as an architect. After one month, the business had the following balances: Cash Rs. 20,000; Trade Receivable Rs. 7,000; Office Supplies Rs. 10,000; Office Equipment Rs. 30,000; Trade Payable Rs. 9,000; Equity, Prasanna’s Capital Rs. 58,000. The following transactions took place in the second month:
- a) Billed clients for services Rs. 29,000
 - b) Collected payments due from clients Rs. 26,000
 - c) Bought equipment on credit Rs. 11,000
 - d) Paid electricity expenses Rs. 1,300
 - e) Bought office supplies on credit Rs. 2,800
 - f) Took a bank loan Rs. 15,000
 - g) Withdrew cash for personal use Rs. 12,000

Required: Analyze the effect of the transactions on the accounting equation. First enter the beginning balances. (5)

- Q6. The following transactions of Access Marketing Limited were concluded in March 2018:

| Date | Transactions | Amount (Rs.) |
|---------|--|--------------|
| March 3 | Interest charged in drawing | 5000 |
| 11 | Paid employees insurance premium | 3500 |
| 18 | Paid income tax of the firm | 12000 |
| 23 | Cash received from Gita Rs. 3600 after deducting 10% cash discount | - |
| 27 | Commission received | 3200 |
| 29 | Cash Rs. 6000 and goods of Rs. 4000 were stolen from the office | - |

Required: Prepare journal entries for the above transactions. (5)

- Q7. Following transactions of Hamro Pustak Pasal, Surkhet are given:

Poush 1: Purchased goods on credit from Kriti Publishing House, Kathmandu:

100 dozens of Note Books @ Rs. 600 each

200 pieces of Accounting Books (PCL Level) @ Rs. 775 each

10% Trade Discount

Poush 18: Purchased goods on cash from Oxford Stationary, Bagbazzar Kathmandu:

150 Pieces of English Books (PCL Level) @ Rs. 550 each

150 Pieces of Micro-economics Books (PCL Level) @ Rs. 525 each

Poush 25: Purchased goods on credit from Himalaya Publishing House, Kathmandu:

100 Dozens of Pilot Pen @ Rs.600 each

50 dozens of Note Books @ Rs. 500 each

Required: (a) Purchase Books (b) Purchase Account

(3 + 2)

- Q8. From the following information, you are required to prepare a bank reconciliation statement as on 31st Chaitra, 2074:

 - a) The pass book of Sona Cement Company Ltd. showed a balance of Rs. 40,000.
 - b) A customer directly deposited into bank Rs. 16,000 but not shown in cash book.
 - c) Bank charges charged of Rs. 5,000 and debited only in pass book.
 - d) A cheque of Rs. 4,500, which was debited in the cash book, is not sent to bank yet.
 - e) Cheques of Rs. 11,000 were issued, but cheques of Rs. 6,000 only were presented for payment.
 - f) Insurance premium Rs. 2,000 paid by bank as per instruction but not shown in cash book.
 - g) A cheque of Rs. 9,000 deposited Poush 20, has not yet been credited by bank.

- Q9. On Dec. 1, 2018, Mrs. Depika sold goods worth Rs. 100,000 to Mr. Rajeev and drew a bill of 4 months for the amount. Mr. Rajeev accepted the bill and returned it to Mrs. Depika. The bill was duly honored at maturity.

Required: Necessary journal entries in the books of Depika and Rajeev

$$(2.5 + 2.5)$$

- Q10.** The following are the extracts of the Trial Balance as on 31st Jun, 2017:

| Transactions | Dr. Amount | Cr. Amount |
|-------------------------------|-------------------|-------------------|
| Bad debts | 4,000 | |
| Provision for bad debts | | 6,000 |
| Sundry debtors | 100, 000 | |

Adjustment: Create a provision for doubtful debts @5% on debtors.

Required: (a) Necessary journal entries, (b) Bad debt account and (c) Provision for doubtful debts account (2 + 1 + 2)

SECTION C: LONG ANSWER QUESTIONS ($3 \times 10 = 30$ MARKS)

Answer any THREE questions:

- Q11. Define the financial statement with its objectives. How can you differentiate between cash discount and trade discount? Explain. (5+5)

Q12. The following income statement items are taken from the record of Patan Wood Carving Company, for the year ended

- Q12. The following income statement items are taken from the record of Patan Wood Carving Company, for the year ended December 31, 2014:

- | | |
|-----------------------------|-------------|
| • Sales revenue | Rs. 400,000 |
| • Rent expenses | Rs. 14,000 |
| • Telephone expenses | Rs. 6,000 |
| • Income tax expenses | Rs. 42,000 |
| • Cost of goods sold (COGS) | Rs. 300,000 |
| • Salaries expenses | Rs. 24,000 |
| • Interest expenses | Rs. 12,000 |
| • Depreciation expenses | Rs. 20,000 |

- Utilities expenses Rs. 6,000
- Advertising expenses Rs. 4,000
- Retained earnings opening Rs. 23,000
- A part of fixed asset was sold at a profit of Rs. 3,000.
- Dividends of Rs. 30,000 were declared and paid during the year.
- Dividend on investment earned during 2012 of Rs. 25,000.
- Sales of trading securities common stock of NMB Bank for Rs. 55,000 which was purchased at a price of Rs. 70,000.

Required:

(6+4)

- a. Multi-step income statement

- b. Statement of Retained earnings

Q13. Following information relating to Plant and Machinery are given:

January 1, 2010: Plant and machinery A was purchased for Rs. 40,000.

June 31, 2011: Plant and machinery B was purchased for Rs. 60,000.

August 31, 2011: Plant and machinery A was sold for Rs. 30,000.

January 1, 2012: Plant and machinery C was purchased for Rs. 80,000.

The firm has followed written down value method of depreciation @ 10% per year.

Required: Prepare the plant and machinery account and depreciation account.

(7+3)

Q14. Apex Company Ltd. was registered with an authorized capital of Rs. 150,000 divided into share at Rs. 100 each. The following balances of a company are extracted from the company record at the year ended 2018:

| Particulars | Amount | Particulars | Amount |
|-------------------------|---------|---------------------|---------|
| Opening stock | 70,000 | Sundry expenses | 7,000 |
| Purchases | 240,000 | P/L account | 15,000 |
| Sales | 350,000 | Share capital | 100,000 |
| Return outwards | 10,000 | Debtors | 30,000 |
| Wages | 40,000 | Creditors | 17,000 |
| Carriage | 1,000 | Plant and machinery | 45,000 |
| Discount received | 2,000 | Cash at bank | 40,000 |
| Furniture | 18,000 | Sinking fund | 15,000 |
| Salaries | 9,000 | Bills receivable | 6,000 |
| Rent paid | 40,000 | Bills payable | 40,000 |
| Printing and stationary | 3,000 | | |

Adjustments:

- Cost of closing stock at the end Rs. 100,000 with market value of Rs. 80,000.
- Outstanding salaries Rs. 4,000
- Prepaid rent Rs. 5,000
- Bad debt written off Rs. 3,000
- Proposed dividend @ 10% on share capital
- Transfer to sinking fund Rs. 10,000
- Depreciation plant and machinery @10 per annum.

Required:

(2+3+2+3)

- a. Trading Account

- c. Profit and Loss Appropriation Account and

- b. Profit and Loss Account

- d. Balance Sheet

Q15. What are the major qualities and characteristics of Annual Report? Explain.

(10)

SECTION D: CASE STUDY (15 MARKS)

Q16. Read a case given below and answer the following questions:

Buddha Corporation has not yet prepared a formal statement of cash flows for 2012. Comparative balance sheets as of December 31st 2011 and 2012, and a statement of income and retained earnings related information are given for the year ended December 31st 2012:

| Capital and Liabilities | 2011 (Rs.) | 2012 (Rs) | Assets | 2011 (Rs.) | 2012 (Rs.) |
|-------------------------|------------------|------------------|--------------------------|------------------|------------------|
| Share capital | 860,000 | 10,00000 | Land and building | 560,000 | 700,000 |
| 10% Debentures | 200,000 | 100,000 | Plant and machinery | 650,000 | 800,000 |
| Bank loan | 100,000 | 300,000 | Accumulated depreciation | (100,000) | (140,000) |
| Account payable | 100,000 | 100,000 | Inventories | 100,000 | 150,000 |
| Wages accrued | 50,000 | 20,000 | Account receivable | 150,000 | 200,000 |
| Tax provision | 50,000 | 60,000 | Prepaid insurance | 10,000 | 20,000 |
| Dividend provision | 100,000 | 60,000 | Cash at bank | 80,000 | 25,000 |
| Retained earnings | - | 120,000 | Cash at hand | 10,000 | 5,000 |
| Total | 1,460,000 | 1,760,000 | Total | 1,460,000 | 1,760,000 |

Additional Information:

- Sales revenues (net of Rs. 100,000 returned from customers) were Rs. 1,200,000.
- A wages expense was Rs. 200,000.
- Purchases of raw materials of Rs. 450,000 (excluding carriage inwards of Rs. 50,000).
- Cash manufacturing expenses of Rs. 100,000.
- Operating expenses (including depreciation on plant and machinery of Rs. 80,000 and interest of Rs. 25,000) was Rs. 200,000.
- Debentures were redeemed with 10% premium.
- Loss on sales of plant (costing Rs. 80,000 and accumulated depreciation of Rs. 40,000) was Rs. 10,000.
- Out of current year's profit, provisions were made for tax and dividend of Rs. 60,000 and Rs. 50,000 respectively.

Required: Prepare cash flow statement showing;

- a. Operating activities (direct method) (5)
- b. Investing activities and (5)
- c. Financial activities (5)



SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

- Q1. A set $A = \{x : x \text{ is odd number, } 1 < x < 11\}$ is
- a. $\{1, 2, 3, \dots, 11\}$
 - b. $\{3, 5, 7, 9\}$
 - c. $\{3, 5, 7, 9, 11\}$
 - d. $\{1, 3, 5, 7, 9, 11\}$
- Q2. If $n(U) = 100$, $n(A) = 75$, $n(B) = 40$ and $n(A \cup B) = 80$. The value of $n(A \cap B)$ is.....
- a. 35
 - b. 20
 - c. 15
 - d. 65
- Q3. The set of integer numbers is denoted by:
- a. R
 - b. Z
 - c. W
 - d. Q.
- Q4. Which of the following is linear function?
- a. $2x^2 + 5$
 - b. $X^3 - x^2$
 - c. 6.
 - d. $3x - 5$
- Q5. Find the value of: $| -10 | - | 3 | - | 5 |$
- a. -18
 - b. 2
 - c. 18
 - d. -2
- Q6. The profit function is.....
- a. $R(x) - C(x)$
 - b. Price x quantity
 - c. $C(x) - R(x)$
 - d. None of these.
- Q7. The left closed interval of (a, b) is
- a. $[a, b)$
 - b. (a, b)
 - c. $(a, b]$
 - d. $[a, b]$
- Q8. The derivative of $\log x$ is.....
- a. x,
 - b. $x \log a$,
 - c. $\log x$,
 - d. $\frac{1}{x}$.
- Q9. Find the value of $\lim_{x \rightarrow 4} \frac{x^2 - 16}{x - 4}$
- a. ∞ ,
 - b. 8,
 - c. 4,
 - d. None of these.
- Q10. The increasing function is
- a. $x < y \Rightarrow f(x) > f(y)$,
 - b. $x < y \Rightarrow f(x) < f(y)$,
 - c. $x = y \Rightarrow f(x) = f(y)$,
 - d. $x > y \Rightarrow f(x) < f(y)$,
- Q11. The integration of $\int x^n dx$ is
- a. $\frac{x^{n+1}}{n+1} + c$,
 - b. $\frac{x^{n-1}}{n-1} + c$,
 - c. $nx^{n-1} + c$
 - d. nx.
- Q12. The integration of $\int_0^1 e^x dx$ is.....
- a. 0,
 - b. e,
 - c. $e - 1$
 - d. 1.
- Q13. If two rows or columns in a determinant are interchanged, the value of the determinant is.....
- a. Same sign,
 - b. Zero,
 - c. Identity.
 - d. Opposite sign.
- Q14. The determinant of $\begin{vmatrix} 3 & 3 \\ 3 & -3 \end{vmatrix}$ is....
- a. 18
 - b. -18
 - c. 0
 - d. 1.
- Q15. The compound amount of half yearly is.....
- a. $P \left(1 + \frac{R}{100}\right)^{2T}$
 - b. $P \left(1 + \frac{R}{100}\right)^T$
 - c. $P \left(1 - \frac{R}{100}\right)^{2T}$
 - d. $P \left(1 + \frac{R}{200}\right)^{2T}$

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SEMESTER – I**

Subject: Basic Mathematics
Full Marks: 100

Course Code: MGT 313
Time: 3:00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any EIGHT questions:

- Q1. If $U = \{1, 2, 3, \dots, 15\}$, $A = \{x: x \geq 8\}$, $B = \{x: x \leq 4\}$ and $C = \{x: 4 < x < 12\}$. Find $A \cap B$, $B \cup A$, $(A \cup C)^c$, $A - C$ and $B - C$.
- Q2. Solve the following inequalities:
 i. $|4x - 3| < 6$.
 ii. $|3x - 15| \leq \frac{3}{2}$.
- Q3. i. If $f(x) = e^{bx}$, prove that $f(x)f(y) = f(x + y)$
 ii. If $f(x) = x^2 - x$, then prove that $f(a + 1) = f(-a)$.
- Q4. If $\lim_{x \rightarrow 2} \frac{x^n - 2^n}{x - 2} = 80$, and if n is a positive integer, find the value of n.
- Q5. A function $f(x)$ is defined as following:

$$f(x) = \begin{cases} x + 2 & \text{for } x < 2 \\ 3 & \text{for } x = 2 \\ 3x - 2 & \text{for } x > 2 \end{cases}$$

Is the function $f(x)$ continuous at $x=2$? If not how can you make it continuous at $x=2$?

- Q6. Find the second times derivatives ($\frac{d^2y}{dx^2}$) of the following:
 i. $y = x^3 \log x$ ii. $y = x^2 e^{3x}$.
- Q7. The demand function for a commodity is given by $P = 30 - 4Q$ and the cost function $C = 35Q + 600$.
 Find the marginal profit function when $Q = 8$.
- Q8. If the marginal cost function for a product is $MC = 4x^2 + 16x + 16$ and the fixed cost is Rs. 1050. If the marginal revenue is $MR = 60x + 40$. Find the total cost, total revenue and total loss or profit when the production of sales is 8.
- Q9. If $X + Y = \begin{bmatrix} 1 & -2 \\ 3 & 4 \end{bmatrix}$, $X - Y = \begin{bmatrix} 3 & 2 \\ -1 & 0 \end{bmatrix}$,
 Find X and Y.
- Q10. Initial cost of a house was Rs. X, depreciates by 5% in 2 years and then by 10% in next year then its price becomes Rs. 32,49,000 at the end of 3 years. Find the value of X.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any THREE questions:

- Q11. Define cost function, revenue function and profit function. A manufacturer finds that the production cost associated with Rs.20 per item and fixed cost are Rs.60, 000 per month. If each item is sold at Rs. 32, Find.
 i. Construct the cost function.
 ii. The profit function
 iii. Find the break-even point.
 iv. Find the number of items that must be produced and sold each month so as to make a profit of Rs. 18000.
- Q12. If the revenue function is $R = x - 3x^2$ and the cost function $C = x^2 - 2x$. Find the value of maximum profit.
- Q13. X, Y, Z are three commodities and A, B, C are three persons. A purchases 4 units of Z and sells 3 units of X and 5 units of Y. B purchases 3 units of Y and sells 2 units of X and 1 units of Z and C purchases 1 units of X and sells 4 units of Y and 6 units of Z. In this process A, B and C earn Rs. 6000, Rs.5000 and Rs.13000 respectively; while Y neither loss nor gain. Find the price per unit of each of them.

Q14. i. If $\begin{bmatrix} x & 3x - y \\ 2x + z & 3y - 14 \end{bmatrix} = \begin{bmatrix} 3 & 2 \\ 4 & 7 \end{bmatrix}$, find the values of x,y and z.

Q15. ii. If $A = \begin{bmatrix} 1 & 1 & -1 \\ 2 & -3 & 4 \\ 3 & -2 & 3 \end{bmatrix}$ and $B = \begin{bmatrix} -1 & -2 & -1 \\ 6 & 12 & 6 \\ 5 & 10 & 5 \end{bmatrix}$, verify that $AB \neq BA$.

Q16. a) Evaluate: $\int_0^1 \frac{dx}{x+\sqrt{x}}$.

b) The rate of repair of a washing machine is given by $\frac{dc}{dt} = 3t + 8.5$ where t is the age of machine in years and $\frac{dc}{dt}$ is in Rs. per years. Find the total repair cost after 5 years. Also how many years necessary for the cumulative costs to be 105.

SECTION D: CASE STUDY (15 MARKS)

Q16. Read a case given below and answer the following questions:

In a BBA first semester examination, 52% failed in Business Mathematics, 42% in Account, 28% in Computer Application, 35% in Business Mathematics and Account, 20% in Account and Computer Application, 18% in Business Mathematics and Computer Application and 14% in all three subjects. Then find what percent

- a. Failed in at least one subject?
- b. Failed in exactly one subject?
- c. Passed in all three subjects?
- d. Failed in exactly two subjects?
- e. Failed in at most one subject?



MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I

R.No.....

Subject: Microeconomics
Full Marks: 100

Course Code: MGT 314
Time: 3:00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

- Q1. Which of the following is Single commodity consumption model?
 - a. Production possibility curve
 - b. Law of Equi-marginal utility
 - c. Law of supply
 - d. Law of Diminishing Marginal Utility
- Q2. Factors determining supply are:
 - a. Production technology
 - b. Prices of factors of production:
 - c. Taxes and subsidies
 - d. All the above
- Q3. Above the equilibrium price
 - a. $S < D$
 - b. $S > D$
 - c. $S = D$
 - d. none
- Q4. Economic cost includes explicit cost and:
 - a. implicit cost
 - b. social cost
 - c. fixed cost
 - d. money cost
- Q5. Marginal revenue is the least addition made to the:
 - a. average revenue
 - b. Total production
 - c. Total revenue
 - d. none
- Q6. A firm can achieve equilibrium when its:
 - a. $MC = MR$
 - b. $MC = AC$
 - c. $MR = AR$
 - d. $MR = AC$
- Q7. The firm and industry are one and the same under:
 - a. perfect competition
 - b. duopoly
 - c. oligopoly
 - d. monopoly
- Q8. Under imperfect competition, the demand curve of a firm is:
 - a. Upward sloping
 - b. horizontal
 - c. downward sloping
 - d. vertical
- Q9. Which theory is known as 2nd law of Gossen?
 - a. Law of demand.
 - b. Consumer surplus.
 - c. Law of diminishing marginal utility.
 - d. Law of substitution
- Q10. The Indifference curve approach is developed by:
 - a. Alfred Marshall
 - b. Lionel Robbins
 - c. J.R. Hicks and R.G.D. Allen
 - d. Adam Smith
- Q11. Demand for a commodity depends on:
 - a. Price of that commodity
 - b. Price of related goods
 - c. Income
 - d. All the above
- Q12. Labour cannot be separated from:
 - a. Capital
 - b. labourer
 - c. profit
 - d. organization
- Q13. Average fixed cost is obtained by dividing:
 - a. TC/Q
 - b. TFC/Q
 - c. TVC/Q
 - d. None
- Q14. Perfect competition is a market situation where;
 - a. a single seller
 - b. two sellers
 - c. large number of sellers
 - d. few sellers
- Q15. If X and Y goods are complimentary goods. Price increase of X goods lead to:
 - a. Demand of y goods is falls.
 - b. Demand of Y goods is constant.
 - c. Demand of Y goods is also rise
 - d. Demand of Y goods is zero.

MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I

Subject: Microeconomics

Course Code: MGT 314

Full Marks: 100

Time: 3:00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any EIGHT questions:

- Q1. How does the microeconomics provide tools to manager for decision making? Explain.
- Q2. Explain the effect of price Floor in equilibrium price and quantity.
- Q3. Explain consumer equilibrium under one commodity case.
- Q4. What is meant by iso-quant? Explain any three properties of iso-quant.
- Q5. Define price elasticity of supply. Elaborate Arc method of calculating price elasticity of supply.
- Q6. Define monopolistic competition. Enumerate its features.
- Q7. From a demand function $Q_d = 2000 - 30P$ and a supply function $Q_s = 20P$, find out
 - i. Equilibrium price
 - ii. Equilibrium quantity
 - iii. Gap between demand and supply if price is Rs 50.
- Q8. Total cost function of a producer is given by $TC = 1000 + 10Q - 0.9Q^2 + 0.004Q^3$. Find TFC, TVC, TC, AC and MC to produce 5 unit of output.
- Q9. Find out the total profit and total output from the following cost and price function by using TR-TC approach.
 $C = 50 + 6Q^2$ and price function, $P = 100 - 4Q$.
- Q10. a) Calculate elasticity of supply if the supply of potato increases from 20 kg to 30 kg when price of potato increases by 230%.
 b) As a result of 5% fall in price of an electronic good, its demand rises by 12%, find out the price elasticity of demand.

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any THREE questions:

- Q11. How can we decompose price effect into income effect and substitution effect by using Hicksian approach? Elaborate. (10)
- Q12. What is cost line? Explain producer's equilibrium at given level of cost. (3+7)
- Q13. How are the price and output determined under perfect competition market in short run? Explain. (10)
- Q14. Critically examine marginal productivity theory of wage. (10)
- Q15. Complete the following table and answer the given question. (5 + 5)

| Output | TFC | TVC | TC | AC | MC |
|--------|-----|-----|----|----|----|
| 0 | 200 | | | | |
| 1 | | 50 | | | |
| 2 | | 90 | | | |
| 3 | | 120 | | | |
| 4 | | 140 | | | |
| 5 | | 175 | | | |
| 6 | | 230 | | | |
| 7 | | 310 | | | |
| 8 | | 400 | | | |

- a. Calculate TFC, TC, AC, and MC.
- b. Explain the relationship between Average cost and Marginal cost.

SECTION D: CASE STUDY (15 MARKS)

- Q16. Read a case given below and answer the following questions:

You are given the following data of Sami Book House at different variable factors:

| | | | | | | | | |
|---------------------------|---|---|----|----|----|----|----|----|
| Units of Variable factors | 0 | 1 | 2 | 3 | 4 | 5 | 6 | 7 |
| Total product | 0 | 5 | 15 | 30 | 40 | 45 | 45 | 40 |

- a. Calculate marginal product and average product from the above information. (3)
- b. Draw a diagram of total product, average product and marginal product. (5)
- c. Explain the different stages of law of variable proportion. (7)

**MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I**

R.No.

Subject: Computers in Management
Full Marks: 100

Course Code: MGT 315
Time: 3:00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS ($1 \times 15 = 15$ MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

- Q1. Distributed Database use Architecture to process information requests:
a. Peer to peer c. Client/ server
b. Centralized d. None of the above

Q2. Transistor was the technology of generation of computer.
a. First generation c. Third generation
b. Second generation d. Fourth generation

Q3. SDLC stand for:
a. System Development Life Cycle c. Software Design Life Cycle
b. System Design Life Cycle d. Supportive Design Life Cycle

Q4. A collection of data designed to be used by different people is called:
a. DBMS c. RDBMS
b. Database d. All of the above

Q5. What are Microsoft internet explorer, Google chrome, and Mozilla Firefox?
a. Web browser c. Protocol
b. Search engine d. None of the above

Q6. What is/are the types of data that used by the GIS?
a. Victor c. Hybrid
b. Raster d. 1st and 2nd both

Q7. The elements of supply chain management are:
a. Production c. Transportation
b. Supply d. All of the above

Q8. Fifth generation computer are capable of:
a. Language processing c. Voice recognizing
b. Language translation d. All of the above

Q9.transforms the high level language into machine code.
a. Language processor c. Language converter
b. Language translator d. Voice converter

Q10. The two major categories of computer software are:
a. MS office and tally c. Utility and Applications
b. System and Applications d. UNIX and Linux

Q11. Which of the following is not a function of the Input Unit?
a. read instructions and data from the outside world. c. make the data into user understandable format.
b. convert the data into computer acceptable format. d. supply the data and instructions to the computer.

Q12. The ‘heart’ of the processor which performs many different operations is:
a. Arithmetic and logic unit c. Control Unit
b. Motherboard d. Memory

Q13. Which of the following is not a data for Geographical Information system?
a. General Reference Map b. Base and Business Map
a. Environmental Maps c. Houses Map

Q14. What does error 404 or Not found error mean while accessing a URL mean?
a. Requested HTML file is not available.
b. The server could not find the requested URL.
c. The path to the interpreter is not valid.
d. The requested HTML file does not have sufficient permissions.

Q15. is computer processing that enables a user to extract and view data from different points of view.
a. OLTP c. OLEP
b. OLAP d. OLFP



**MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I**

Subject: Computers in Management
Full Marks: 100

Course Code: MGT 315
Time: 3:00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS ($8 \times 5 = 40$ MARKS)

Answer any EIGHT questions:

- Q1. What do you mean by automation with respect to a computer? Describe any three special characteristics of computers in recent era. [2+3]

Q2. Briefly explain the features and capabilities of fourth generation computers. [5]

Q3. Write how does the Internet and WWW play significance role in the field of Business studies. [5]

Q4. Explain the internal components of CPU of Computer. [5]

Q5. How compilers are different from interpreters and what are their advantage and disadvantages. [5]

Q6. What is GIS system? Explain the data types of GIS with suitable example. [2+3]

Q7. ERP system was designed to fulfill the technological needs of the business organizations. Explain how this system helps to operate the system effectively. [5]

Q8. Customers are usually known as the God to every business organizations. Describe how the CRM system helps to retain the customer. [5]

Q9. Define Domain Name System. Explain how the search engine works to respond to the user. [1+4]

Q10. Write short notes on any two topics. [2.5+2.5]

SECTION C: LONG ANSWER QUESTIONS ($3 \times 10 = 30$ MARKS)

Answer any THREE questions:

- Answer any THREE questions.*

Q11. What is the data warehousing system? Briefly explain the role of warehouse to run online business in the context of Nepal. [2+8]

Q12. Enlist any four components of computer and explain with suitable examples. [2+8]

Q13. What are the internal flows of supply chain management? Briefly explain such flows. [10]

Q14. What do you mean by software development? Describe the different phases on waterfall model of system development. [3+7]

Q15. Discuss the term online business. Describe the role of internet to start online business and list out any three challenges to start online business in Nepal. [3+4+3]

SECTION D: CASE STUDY (15 MARKS)

- Q16.** Read a case given below and answer the following questions:

Sagoon.com

Wouldn't it be interesting if you get paid for opening your account on a social networking site? Sagoon.com, a social networking site provides a \$5 reward for users signing the social site for the first time which is redeemable at any of Sagoon's listed vendors. Users will also get monetary reward for referring the site to their friends and sending messages.

Launching two new features, 'Social Smart Card and ME from Wednesday, Sagoon .com, developed by SagoonInc, a global social collaboration platform founded by Nepali community in United States announced that it will provide monetary reward to its customers.

“Sagoon.com has launched a beta version of two new interesting features ‘Social Smart Card’ and ‘ME’ page,” said RajjuKattel co-founder of EICT Nepal, a service consultant for Sagoon Inc.

“We are having talks with the vendors in Nepal and Nepali users will have to wait to redeem their reward as it will take us a few months,” said Kattel.

The Sagoon Social Smart Card is a one digital card solution uniquely designed for users and customized to enhance their online shopping, buying and gifting experience. The Social Smart Card will offer a wide range of options to be used at Sagoon’s certified retail partners. “It has a simple-to-use interface, which connects to users’ social profile on Sagoon, and is a one-stop shop for all digital gifting needs,” said Kattel.

The ME page provides personal and professional information about the users. According to the company, the ME page is also a professional overview of users achievements and a personal impression of users social life

Earlier, Sagoon launched the ‘Secret’ and ‘Occasion’ applications which allow users to tell their story in pictures, reveal secrets and share personal moments.

At present, Sagoon has more than 11,600 registered users. Sagoon has linked all social sites like Facebook, Twitter and LinkedIn and one can access their Google, yahoo and hotmail among others through the site so that users do not have to open various sites.

Govinda Giri who also worked as system engineer in Pentagon attempted to build a search engine to go head-to-head with Google, but his efforts could not materialize. Without losing his hope, he developed the social networking site Sagoon.

Questions:

- a. Describe the special features of Sagoon.com. [10]
- b. Explain the impact of success of sagoon in Nepal in the context of employment. [5]



MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I

R.No.

Subject: Business English
Full Marks: 100

Course Code: MGT 317
Time: 3:00 Hours

SECTION A: MULTIPLE CHOICE QUESTIONS (1 × 15 = 15 MARKS) / (TIME: 15 MINUTES)

Tick the best answers.

- Q1. When I was child, ...
- a. I had played the trumpet.
 - b. I was playing the trumpet.
 - c. I used to play the trumpet.
 - d. I did not play the trumpet.
- Q2. Drew Barrymore was a successful actor, producer and director. She acted in her first TV movie at age of...
- a. two
 - b. three
 - c. four
 - d. five
- Q3. While describing transportation services the order from one to five goes as....
- a. excellent-good-average-needs improvements-terrible
 - b. goods- average-excellent-needs improvement- terrible
 - c. average-terrible-needs improvement-good- excellent
 - d. terrible-needs improvement-average-good-excellent
- Q4. The special effects were so expensive, the director James Cameron had to wait 10 years to make the movie named:
- a. Batman
 - b. Titanic
 - c. The Three stooges
 - d. Avatar
- Q5. The indirect question of 'What time does the bookstore open?' is...
- a. Do you know what time the bookstore opens?
 - b. Do you know what time does the book store open?
 - c. Do you know what time the bookstore open?
 - d. Do you know about what time the bookstore opens?
- Q6. The word traffic and police take stress on:
- a. first and second syllabus respectively
 - b. second and first syllabus respectively
 - c. first syllabus in both words
 - d. second syllabus in both words
- Q7. Apartments aren't big enough for families:
- a. comparison with noun
 - b. comparison with adjectives
 - c. evaluation with noun
 - d. evaluations with adjectives
- Q8. The statement 'There is always tomorrow' indicates:
- a. a bad habit
 - b. a problem
 - c. a proverb
 - d. a truth
- Q9. Lamb Tagine is the favorite ethnic dish of...
- a. Brazil
 - b. South Korea
 - c. Morocco
 - d. Singapore
- Q10. Present perfect tense is used for...
- a. the event or action at definite time in the past
 - b. the event or action repetitive in the past
 - c. for a experience within a time period up to the present
 - d. just completed action or event.
- Q11. I am happy is expressed by the following popular emoticons:
- a. :-(
 - b. :-)
 - c. :-(
 - d. :/-
- Q12. The 'Pepsicle' was accidentally invented by 11 years old boy in.....
- a. 1905
 - b. 1906
 - c. 1907
 - d. 1908
- Q13. The synonym of absurd is...
- a. awful
 - b. wonderful
 - c. strange
 - d. stupid
- Q14. In unreal conditional sentences with if clauses imaginary situation is describe by using...
- a. simple present
 - b. simple past
 - c. past prefect
 - d. past continuous
- Q15. Would have or should have and past participle is used to give:
- a. opinion/suggestion
 - b. suggestion
 - c. criticism
 - d. direction

**MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
BACHELOR OF BUSINESS ADMINISTRATION (BBA)
SEMESTER – I**

Subject: Business English
Full Marks: 100

Course Code: MGT 317
Time: 3:00 Hours

You are required to answer in your own words as far as applicable. The figures in the margin indicate full marks.

SECTION B: SHORT ANSWER QUESTIONS (8 × 5 = 40 MARKS)

Answer any EIGHT questions:

- Q1. Write indirect questions of the following Wh-questions.
- Where is the nearest ATM?
 - How early do the trains run?
 - What time do the banks open?
 - How often do the buses run?
 - How late do the nightclubs stay open?
- Q2. Prepare the recipe of your favorite dish by using the appropriate sequence adverbs.
- Q3. Write, in brief, about the relation in between food and mood with examples.
- Q4. How do you ask for a favor? Describe briefly the 3 ways of asking for a favor.
- Q5. Write an entry for a travel website about a festival or celebration where you live.
- Q6. Complete the gaps in the following sentences by using past modals (would have or should have).
A: The cashier gave me too much change. What should I have..... (do)?
B: You should have.....(say) something. You shouldn't have.....(take the money)
A: I ignored an email from someone I don't like. What would you have....(do)?
B: I would have..... (reply) to the person. It just takes a minute!
- Q7. Write a short story about something that happened to you recently. Use the adverbs coincidentally, fortunately, luckily, miraculously, unexpectedly.
- Q8. Change the following sentences into passive sentences with 'by'.
- Daniel Day-Lewis played Abraham Lincoln in the 2012 film Lincoln.
 - Gabriel Garcia Marquez wrote the book One Hundred Years of Solitude in 1971.
 - Woo Paik produced the first digital HDTV in 1991.
 - J.K. Rowling wrote the first Harry Potter book on an old manual typewriter.
 - Empire magazine readers chose The Godfather as the greatest film of all time.
- Q9. Prepare a conversation about 'I give up!' and refer your inability to handle it.
- Q10. Choose the best advice for your friend who is going on vacation.
- You..... buy a new suitcase because your old one is getting shabby. (have to/ ought to)
 - You check out of most hotel rooms by noon if you don't want to pay for another night. (need to/ought to)
 - You..... make hotel reservations in advance. It might be difficult to find a room after you get there. (have to/ 'd better)
 - You..... carry identification with you. It's the law! (must/should)
 - You.....buy a round-trip plane ticket because it's cheaper. (must/should)

SECTION C: LONG ANSWER QUESTIONS (3 × 10 = 30 MARKS)

Answer any THREE questions:

- Q11. Make an account of the past, present and future of entertainment, transportation and communication. Explain with examples. (10)
- Q12. Write a review about the movie that you have recently watched. Discuss briefly the plot, character, theme and message. (10)
- Q13. Make a survey of city services and transportation problems of your city/town. (10)
- Q14. Write an essay about the importance of 'Technology in Business'. (10)

- Q15. Write a job application for the position of a manager in a bank. And also develop your CV to accompany with the application. (5+5)

SECTION D: CASE STUDY (15 MARKS)

Q16. Read a case given below and answer the following questions:

Are you in LOVE?

You think you're falling in love. You're really attracted to a certain person. But this has happened before, and it was just a "crush." How can you tell if it's real this time? Here's what our readers said:

If you're falling in love,....

You'll find yourself talking to, calling, or texting the person for no reason. (You might pretend there's a reason, but often there's not.)

You'll find yourself bringing this person into every conversation. ("When I was in Mexico-", a friend begins. You interrupt with, "My boyfriend made a great Mexican dinner last week.")

You might suddenly be interested in things you used to avoid. (" When a woman asks me to tell her all about football, I know she's fallen in love," said a TV sports announcer.)

OK, so you've fallen in love. But falling in love is one thing, and staying in love is another. How can you tell, as time passes, that you're still in love?

If you stay in love, your relationship will change. You might not talk as much about the person you are in love with. You might not call him or her so often. But this person will nevertheless become more and more important in your life.

You'll find that you can be yourself with this person. When you first fell in love, you were probably afraid to admit certain things about yourself. But now you can be totally honest. You can trust him or her to accept you just as you are. Falling in love is great-staying in love is even better!

Questions:

- a. Where do you think the passage is from? And Why? (5)
- b. Which do you think is more difficult-falling in love or staying in love? Can you think of other signs of being in love? (5)
- c. What is the main message of this passage? (5)

