Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2079
Master of Business Studies (MBS)
Semester - I

Subject: Emerging Concepts in Management	Course Code: MGMT 511
Full Marks: 60 Pass Marks: 30	Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.

SECTION A: CRITICAL THINKING QUESTIONS (10 X 1 = 10 MARKS)

*Answer **ALL** the questions:*

1. Define activity based costing.
2. Give the relevant example of niche marketing.
3. Define technology intelligence.
4. How does invention differ from innovation?
5. What is proactive strategy in innovation?
6. Define Kaizen.
7. What is viral marketing?
8. Write down the components of innovation.
9. Write down any four points of importance of change to the organization.
10. Point out any four basic tools of quality.

SECTION B: SHORT ANSWER QUESTIONS (3 X 8 = 24 MARKS)

*Answer any **THREE** questions:*

11. Outline the importance of change management to individuals and an organization.   [4+4]
12. Explain the standard approach to Six-Sigma projects in the DMAIC methodology.   [8]
13. Define technology acquisition. Write down the differences between technology acquisition and technology absorption.   [2+6]
14. Briefly explain Kotter's 8 step change model.   [8]
15. What is Poka-Yoke? Write down the benefits of Poke-Yoka.   [2+6]

SECTION C: LONG ANSWER QUESTIONS (2 X 13 = 26 MARKS)

*Answer any **TWO** questions:*

16. Define total productive maintenance. Also explain its pillars.   [3+10]
17. Some people resist change while others welcome change. Describe your understanding on, the causes for resistance to change and several techniques on managing it.   [7+6]
18. What is Guerrilla Marketing? Briefly explain the principles of Guerilla Marketing. Do you think Guerrilla marketing may be the right solution to a small business not for larger companies? Give your argument with the relevant examples.   [2+8+3]

THE END

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Master of Business Studies (MBS)
Semester - I

Subject: Accounting for Managers	Course Code: MGMT 512
Full Marks: 60 Pass Marks: 30	Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.

SECTION A: CRITICAL THINKING QUESTIONS (10 X 1 = 10 MARKS)

*Answer **ALL** the questions:*

1. Critically examine the periodic accounting concept with examples.
2. "Recording of financial transaction follows certain steps". With this reference, list out the steps of accounting cycle in sequence.
3. Describe the nature of cash book in short.
4. What is accounting equation? Describe in short showing accounting equation.
5. What do you mean by cash from investment activities?
6. Write any four reasons that make the difference of cash book and bank pass book.
7. What is the allocation of cost?
8. Write the meaning of financial statement and list out its element.
9. How do you calculate the labor cost under Gants Task Bonus Plan?
10. Mention the consistency of accounting convention in short.

SECTION B: SHORT ANSWER QUESTIONS (3 X 8 = 24 MARKS)

*Answer any **THREE** questions:*

11. From the following information of Bimala Traders, prepare simple cash book at the end of January 2021. [8]

    January, 2:   Started the business with cash Rs. 1,50,000.
    January, 5:   Purchase furniture Rs. 10,000.
    January, 7:   Paid office maintenance cost Rs. 5,000.
    January, 12:   Purchase goods from Sita Ram worth Rs. 7,000.
    January, 15:   Sale of goods Rs. 9,000.
    January, 28:   Cash withdraw for personal use Rs. 3,000.
    January, 29:   Interest received Rs. 2,500.
    January, 29:   Paid to Sitaram Rs. 5,000.

12. From the following information of M and E Construction Co. Ltd., prepare bank reconciliation statement as on 31, December 2021. [8]
    a. Balance as per cash book Rs. 10,000.
    b. Cheque issued but not presented for payment Rs. 3,000.
    c. Cheque of Rs. 30,000 deposited but Rs. 10,000 has not been collected yet.
    d. Bank charge of Rs. 300 has not been recorded in the cash book.
    e. Interest on investment Rs. 150 has been recorded in pass book directly.

    Required: Bank reconciliation statement.

13. Sunil Engineering Co. has three production departments A, B and C. Similarly, it has two service departments D_1 and D_2. The following figures are extracted from the records of the company books of account.

Labor Welfare	Rs. 30,000	Electric Light	Rs. 2,000
Depreciation	Rs. 60,000	Rent and Taxes	Rs. 6,000

The following details are available

Particulars	Production Department			Service Department	
	A	B	C	D1	D2
Direct Wages Rs.	70,000	60,000	50,000	10,000	10,000
Direct Material Rs.	30,000	25,000	20,000	15,000	10,000
Employees Numbers	200	150	150	50	50
Light Points Numbers	20	30	30	10	10
Assets Value Rs.	5,00,000	3,00,000	2,00,000	1,00,000	1,00,000
Area Occupied (Sq.ft.)	800	600	600	200	200

Required: Apportion the cost to the various departments i.e. A. B, C and D1 and D2 on the most
equitable basis. [8]

14. Calculate the total earnings of workers Rashmi, Nimesh and Bashanti using the following
information.[3+5]
   a) Calculate the total wages using straight piece rate system.
   b) Taylor's differential piece rate system from the following information
      Normal Piece rate   Rs. 8
      Standard yield/ Output per month   600 units
      Differential to be applied:
         • 80 % of piece rate for below standard
         • 120% of piece rate at or above standard
      Actual output per month: Rashmi 500 units, Nimesh 600 units & Bashanti700 units.

15. Discuss the accounting ratio to judge the liquidity position of a business with a suitable example of each
liquidity ratio. [8]

SECTION C: LONG ANSWER QUESTIONS (2 X 13 = 26 MARKS)

*Answer any **TWO** questions:*

16. Briefly explain the Generally Accepted Accounting Principles (GAAP) with suitable examples. [13]
17. The following is the trail balance of Ramu & Co. as on 31st March, 2021. You are required to prepare
Profit and Loss account and Balance Sheet after making necessary adjustment. [6+7]

Particulars	Debit Amount (Rs.)	Credit Amount (Rs.)
Debtors/ Creditors	20,000	30,000
Salary and wages	100,000	-
Insurance Expenses	7,000	-
Cash Discount	5,000	-
Bad debts	2,000	-
Vehicle	120,000	-
Plant and Machinery	80,000	-
Sales	-	750,000
Purchase	540,000	-
Postage	100	-
Telephone	300	-
Cash and Bank balance	25,000	-
Capital	-	250,000
Interest income	-	450

Patent/ Trademark	50,000	-
Investment	100,000	-
Furniture	30,000	-
Bills payable	-	48,950
Total	1,079,400	1,079,400

Additional Information:
   a. Stock as on 31 March Rs. 25,000.
   b. Create provision for doubtful debts by 5%.
   c. Depreciate vehicle by 10% and plant & machinery by 20%.
   d. Outstanding salary Rs. 12,500.
   e. Insurance expenses include prepaid insurance of Rs. 3,500.

18. The ABC Co. Limited Balance Sheet for two years has been given below:

Liabilities	Current year	Previous year	Assets	Current year	Previous year
Share Capital	200,000	340,000	Plant & Machinery Net	80,000	350,000
Share Premium	20,000	24,000	Furniture	40,000	50,000
Debentures	60,000	30,000	Investment	10,000	20,000
Sundry Creditors	20,000	16,000	Bills Receivable	70,000	40,000
Bills Payable	80,000	80,000	Cash at Bank	150,000	50,000
Retained Earning	40,000	60,000	Stock	70,000	40,000
Total	**420,000**	**550,000**		**420,000**	**550,000**

Additional Information

   1. Sales for the year Rs. 1,95,000.
   2. Cost of goods sold Rs. 60,000.
   3. Operating Expenses (Including Depreciation of plant Rs. 10,000) Rs. 50,000.
   4. Furniture was sold at a profit of Rs. 10,000.
   5. Investment was sold at a loss of Rs. 5,000.
   6. Net profit for the previous year was Rs. 90,000.

Required: Cash flow statement.   [5+4+4]
   a. Cash from operating activities
   b. Cash from investment activities
   c. Cash from financial activities

THE END

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Master of Business Studies (MBS)
Semester - I

Subject: Managerial Economics | Course Code: MGMT 513
Full Marks: 60   Pass Marks: 30 | Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.

SECTION A: CRITICAL THINKING QUESTIONS (10 X 1 = 10 MARKS)

Answer ALL the questions:

1. What are the basic scopes of managerial economics?
2. Define the movement along demand curve.
3. Mention any two differences between cardinal and ordinal utility analysis.
4. A mineral water company produces 100 units of output where its total fixed cost is Rs. 1000 and total cost is Rs. 2500. Find TVC and AC.
5. Write short information about consumption function.
6. A computer institutions' annual business earning is Rs. 50,0000 and the price of factors of production provided by the entrepreneur of such institution is Rs. 30,0000. Calculate the economic profit of computer institution.
7. Draw a diagram that shows the circular flow of income and expenditure in a two sector economy.
8. Calculate MPC and APC when MPS is 0.3 and APS is 0.4.
9. Write the types of inflation on the basis of speed.
10. Define trade balance.

SECTION B: SHORT ANSWER QUESTIONS (3 X 8 = 24 MARKS)

Answer any THREE questions:

11. Show the relationship of managerial economics with other disciplines. [8]
12. Explain equilibrium of firm in monopolistic competition in short run. [8]
13. Discuss the innovative theory of profit. [8]
14. Distinguish between economic development and economic growth. [8]
15. What do you mean by international trade? Explain the importance of international trade in developing countries like Nepal. [2+6]

SECTION C: LONG ANSWER QUESTIONS (2 X 13 = 26 MARKS)

Answer any TWO questions:

16. What do you mean by consumer's equilibrium? How does a consumers attain equilibrium? Explain with the help of indifference curve analysis? [3+10]
17. Define national income. Explain the income method of national income accounting with appropriate hypothetical data. [3+10]
18. Nepal is a developing nation, where the general price level is rapidly increasing now a day if the price level is increasing in the same pace Nepalese economy is in trap sooner or later. Give your idea to control the rapidly increasing price level to stabilize the Nepalese economy. [13]

THE END

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Semester - I

Subject: Human Resource Management   Course Code: MGMT 514

Full Marks: 60   Pass Marks: 30   Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.

SECTION A: CRITICAL THINKING QUESTIONS (10 X 1 = 10 MARKS)

Answer ALL the questions:

1. Give the meaning of human resource management within two sentences.
2. Mention the meaning of job analysis.
3. Write the concept of management development.
4. State any two reasons behind employees joining a union.
5. Write any two differences between training and development.
6. Enlist the types of psychological testing.
7. Define the term job evaluation.
8. Write any two causes of employee absenteeism.
9. State the process of Human Resource Planning.
10. Write any two methods of settlement of industrial disputes.

SECTION B: SHORT ANSWER QUESTIONS (3 X 8 = 24 MARKS)

Answer any THREE questions:

11. 'Managing human resource is a complex and challenging job.' In the light of this statement, explain the functions of human resource management.   [8]
12. Socialization is important not only for the new employee but also for the existing employees. Do you agree to the statement? Justify.   [8]
13. Define interview and explain the different types of interview.   [2+6]
14. Labour disputes are common phenomenon in developing countries. With reference to the given statement, explain major causes of disputes. in organizations.   [8]
15. Give the meaning of reward and explain the different types of rewards.   [2+6]

SECTION C: LONG ANSWER QUESTIONS (2 X 13 = 26 MARKS)

Answer any TWO questions:

16. Choosing employees to hire is necessary in all organizations and the quality of choice often affects organization for decades. In the context of given statement, discuss the selection process that you would consider while selecting new employees.   [13]
17. What do you mean by collective bargaining? What steps are to be followed in the collective bargaining? Explain.   [3+10]
18. Employee training is necessary for improving the performance and quality of work. In this context, explain the importance and methods of an employee training.   [5+8]

THE END

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Master of Business Studies (MBS)
Semester - I

Subject: Statistics for Business Decisions	Course Code: MGMT 515
Full Marks: 60 Pass Marks: 30	Time: 3: 00 Hours

You are required to answer in your own words as far as applicable. Figures in the margins indicate full marks.

SECTION A: CRITICAL THINKING QUESTIONS (10 X 1 = 10 MARKS)

*Answer **ALL** the questions:*

1. In a moderately skewed distribution A.M. = 24.6, Mo = 26.1. Find the value of median.
2. The sum of upper and lower quartile is 30 and their difference is 6. Find the value of quartile deviation and its coefficient.
3. A frequency distribution has Karl pearson's coefficient of skewness is 0.5, coefficient of variation 5% and standard deviation 2. Find the mean and mode of the distribution.
4. The standard deviation of a symmetrical distribution is 5. What must be the value of the fourth moment about mean in order that the distribution is mesokurtic?
5. Define the term Objective function of LPP.
6. A card is drawn at random from a well shuffled pack of 52 cards. What is the probability of getting heart or face card?
7. From the given payoff table, give the decision according to pessimistic criteria.

Decision Alternatives	States of Nature		
	$N_1 = 10$	$N_2 = 11$	$N_3 = 12$
$S_1 = 10$	40	40	40
$S_2 = 11$	32	44	44
$S_3 = 12$	24	36	48

8. The year of origin of the following straight line equation of annual income in lakh rupees is 2010.
   $y = 15+3x$
   Predict the income for the year 2016.
9. From the information of the prices and quantities of four commodities in the base year 1983 and the current year 1984, the following results are obtained :
   $\sum p_0 q_1 = 571, \sum p_1 q_0 = 1380, \sum p_1 q_1 = 1500, \sum p_0 q_0 = 510$
   Where p_0, p_1, q_0 & q_1 have their usual meaning. Calculate the price index by Fisher's formula.
10. If the correlation coefficient between X and Y is 0.7, the probable error of r is 0.0344, what will be the value of n?

SECTION B: SHORT ANSWER QUESTIONS (3 X 8 = 24 MARKS)

*Answer any **THREE** questions:*

11. The mean of 20 items was found to be 10. At the time of checking, it was found that one item 8 was incorrect. Calculate the mean when:
    a. The wrong item is omitted. [4]
    b. It is replaced by 12. [4]
12. Calculate the appropriate measure of skewness from the following data of the monthly income of 500 people working in a company giving the reason for your choice. [1+7]

Monthly income (Rs)	Below 100	150	200	250	300	Above 300
No. of employee	10	25	100	150	80	45

13. Maximize and minimize the function: F = 9x + 40y

Subject to constraints: y – x ≥ 1, y – x ≤ 3, 2≤ x ≤ 5

14. If mean variance of binomial distribution are 3 and 1.5 respectively. Find the probability
    a. At least one success   [2]
    b. At most 3 success   [2]
    c. More than 3 success   [2]
    d. Between 2 and 6 success.   [2]

15. The police department is studying the traffic fatalities in the country resulting from the drunk driving for each the last 8 years.

Years	1986	1987	1988	1989	1990	1991	1992	1993
Deaths	150	180	170	190	160	170	210	240

Find the linear equation that describes the trend in the number traffic fatalities in the country from drunk driving, also estimate the number of traffic fatalities from drunk driving that the country that expect for 1994.

SECTION C: LONG ANSWER QUESTIONS (2 X 13 = 26 MARKS)

*Answer any **TWO** questions:*

16. Why Fishers index number is also called Fishers Ideal index number? Using the following data, construct Fisher's ideal index, and show that it satisfies factor reversal test and time reversal test.   [1+2+10]

Commodity	Base year		Current year	
	Price	Quantity	Price	Quantity
A	2	40	6	50
B	4	50	8	40
C	6	20	9	30
D	8	10	6	20
E	10	10	5	20

17. The manager of XYZ food and Product Company decides that he would increase the expenditure on advertisement in electronic media if the relationship between volume of sales and frequency of advertisement is significant. The data on the sales and frequency of advertisement of the company available for past 30 days were as follows:

Volumes of sales per day (000 units)	Frequency of advertisement in electronic media/day				
	0	2	4	6	8
0-5	2	-	-	-	-
5-10	-	4	5	3	4
10-15	-	-	-	4	6
15-20	-	-	-	-	2

What should be the decision? Estimate amount of sale when frequency of advertisement in the electronic media is 7.

18. A random sample of size 60 from a large population gave the following distribution:

Value	5-10	10-15	15-20	20-25	25-30
Frequency	5	19	24	8	4

Test the hypothesis is that this sample comes from a population with mean 20.

THE END