

MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATIONS: 2019
MASTER IN BUSINESS STUDIES (MBS)
SEMESTER-I

Subject: Emerging Concepts in Management
Full Marks: 60

Course Code: MGMT 511
Time: 3 Hours

Candidates are required to answer the questions in their own words as far as practicable.

GROUP A: VERY SHORT ANSWER QUESTIONS (10X1=10 MARKS)

Attempt **ALL** questions.

- Q1. Define change management.
- Q2. Point out any four external forces for change.
- Q3. Define Six Sigma.
- Q4. Write down the components of innovation.
- Q5. Write the meaning of invention with example.
- Q6. What is cross selling?
- Q7. Define joint venture with examples.
- Q8. What is Kaizen?
- Q9. Who are the core players of affiliate marketing?
- Q10. What is licensing-in?

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

Attempt any **THREE** questions.

- Q11. What is the meaning of Poka Yoke? Write down the benefits of Poka Yoke implementation. (2+6)
- Q12. Briefly explain the characteristics of creative organization. (8)
- Q13. Define technology acquisition. Write down the differences between technology acquisition and technology absorption. (2+6)
- Q14. Explain the John Kotter's 8 step Change Model. (8)
- Q15. Define Guerrilla Marketing. Write down the principles of Guerrilla Marketing. (2+6)

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

Attempt any **TWO** questions.

- Q16. Some people resist change while others welcome change. What may be the reasons for the resistance to change? As a manager of an organization, how would you manage resistance to change? (6+7)
- Q17. Define innovation. Explain the types of innovation. (3+10)
- Q18. What is Total Productive Maintenance? Explain the eight TPM pillars. (3+10)



Mid-Western University
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
MASTER OF BUSINESS STUDIES (MBS)
SEMESTER-I

Subject: Accounting For Managers

Course Code: MGMT 512

Full Marks: 60

Time: 3 Hours

Candidates are required to answer the questions in their own words as far as practicable.

GROUP A: VERY SHORT ANSWER QUESTIONS (10X1=10 MARKS)

Attempt **ALL** questions.

- Q1. Show the effect in accounting equation if furniture of worth Rs. 100,000 is purchased paying 60% on cash through issuing a cheque.
- Q2. Write any two differences between trade discount and cash discount.
- Q3. What items are to be considered under cash flow from investing activities in cash flow statement?
- Q4. Following information for inventory requirement were given:
- | | |
|-----------------------------------|--------------|
| a. Yearly demand for use | 40,000 units |
| b. Re-ordering quantity | 4,000 units |
| c. Procuring cost per procurement | Rs 100 |
| d. Cost per unit of material | Rs 2 |

Required: Holding cost per unit per year

- Q5. Compute the value of net debtors if provision for discount on debtors and provision for doubtful debt is maintained by 3% and 5% respectively. The values of debtors before adjustment are Rs. 100,000 and make a further bad debt of Rs. 10,000.
- Q6. The current ratio of a company for the last year was 2:1 and acid test ratio was 0.75. There were no any prepaid expenses. The current liabilities are Rs. 75,000. Ascertain the value of closing stock.
- Q7. Write down any two differences between a manufacturing account and a trading account.
- Q8. Prepare a journal entry for the transaction:
Goods costing Rs. 10,00,000 sold to Tamang Trading Concern at a profit of 10% on sales less 15% trade discount and 5% cash discount.
- Q9. What is contra entry? List the types of transactions that have contra effect in a cash book.
- Q10. Point out any four causes of disagreement of balance between cash book and pass book.

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

Attempt any **THREE** questions.

- Q11. a) What is inventory management? Why is it important? Discuss. (5)
- b) You are given the following particulars:
- | | |
|----------------------------|-------------------------|
| Annual Requirements: | 400 Units |
| Cost of placing one order: | Rs 200 |
| Annual carrying cost: | 5% of average Inventory |
| Selling Price per unit: | Rs 2,000 |

Would you advice the firm to accept the offer of 5% quantity discount from the supplier if the order size at a time of 100 units? (3)

Q12. Following transactions are given:

- Started business with Rs. cash Rs. 500,000, bank Rs. 1600,000.
- Credit purchase of goods costing Rs. 1500,000 from Bhawani Traders at 5% trade discount and aims to sell those goods at cost plus 15% profit.
- Sold goods to Narendra of list price Rs. 400,000 (50% credit) with provision of 10% trade discount and 5% cash discount.
- Settlement of Bhawani Trader's account issuing a cheque and received discount of 5%.
- Cash of Rs. 50,000 paid for rent to house owner Mr. Ranjit.
- Goods returned from Narendra of worth Rs. 50,000 and on the same time settlement of his account was made after receiving a cheque as per the prior provision of cash discount.

Required:

- Journal entries (6)
- Narendra's account (1)
- Bhawani Trader's account (1)

Q13. a) Explain the meaning and importance of bank reconciliation statement. (4)

b) The following financial transactions of Mrs. Jayaswori are given:

- Bhadra 1 Cash in hand Rs. 30,000 and cash at Bank Rs. 90,000.
- Bhadra 2 Purchased goods for Rs. 50,000 from Mr. Basanta by paying partial payment of Rs. 20,000 in cash.
- Bhadra 12 Sold goods for Rs.30,000 and received Rs.25,000 through cheque and the balance amount is received in cash after discount of Rs. 500.
- Bhadra 12 Paid a cheque to Mr. Basanta in full settlement of his account after receiving a discount of Rs 300.
- Bhadra 20 Withdrew cash from bank Rs. 6,000 for official use.
- Bhadra 28 Salary of Rs. 10,000 was paid through cheque.

Required: Triple column cash book (4)

Q14. Following Balance sheet was extracted from the books of a company at the end of the year.

Liabilities	Rs.	Assets	Rs.
Equity Share	50,000	Fixed Assets	1,80,000
Reserve and surplus	40,000	Less: Provision for depreciation <u>50,000</u>	1,30,000
7% Preference share	10,000	Stock	30,000
6% Debenture	70,000	Sundry Debtors	20,000
Sundry creditors	6,000	Marketable securities	15,000
Bills payable	10,000	Cash at bank	5,000
Outstanding expenses	1,000		
Provision for taxation	13,000		
	2,00,000		2,00,000

Additional Information:

- Sales for the year Rs. 300,000
- Net profit after tax for the year Rs. 10,000.

iii) Operating expenses Rs. 30,000 (including interest Rs. 4,200)

iv) Tax rate is 50%

v) Opening inventory for the period were Rs. 70,000

Required:

(8 x 1)

- | | |
|-----------------------|-----------------------------------|
| a) Gross profit | e) Net profit ratio |
| b) Inventory turnover | f) Return on shareholder's equity |
| c) Current ratio | g) Debt collection period |
| d) Quick ratio | h) Gross profit margin |

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

Attempt any **TWO** questions.

Q15. What is meant by Generally Accepted Accounting Principles (GAAP)? Discuss any four basic concepts of accounting. How double entry book keeping system supports the overall financial accounting system? Discuss. (4+6+3)

Q16. Following trial balances of a manufacturing concern on 31st March 20X5 is given to you:

Particulars	Dr. (Rs.)	Cr. (Rs.)
Capital/ drawings	1400	10000
Cash in hand	1500	-
Bank overdraft @5%	-	2000
Purchase and sales	12000	15000
Returns	1000	2000
Establishments charges	2500	-
Taxes and insurance	500	-
Provision for doubtful debt	-	1000
Bad debts	500	-
Sundry debtors and creditors	5,000	1850
Commission	-	500
Investments	4000	-
Stock on 1 st April 20X4	3000	-
Furniture	600	-
Bills receivable and payable	3000	2500
Collected sales tax	-	150
Total	35,000	35,000

You are required to take into consideration the following information:

- Salary Rs. 100 and taxes Rs. 400 are outstanding but insurance Rs. 50 prepaid.
- Commission amounting Rs. 100 has been received in advance for work to be done next year.
- Interest accrued on investment Rs. 210.
- Provision for doubtful debt is to be maintained at 20%.
- Depreciation on furniture is to be charged at 10% p.a.
- Stock on 31st March 20X5 was valued at Rs. 4500.

- A fire occurred on 25th March 20X5 in the godown and stock of the value of Rs. 1000 was destroyed. It was fully insured and the insurance company admitted the claim in full.

Required:

- Trading and profit and loss account (3+5)
- Balance sheet (5)

Q17. The following are the balance sheet and profit and loss account of a company as on 31st Chaitra:

Comparative Balance Sheet

Liabilities	Year I	Year II	Assets	Year I	Year II
Ordinary share capital	240,000	330,000	Plant and machinery	210,000	300,000
Share premium	-	33,000	Land and building	141,000	381,000
Reserve and surplus	195,000	201,600	Long term investments	66,000	42,000
Long term liabilities	150,000	300,000	Inventories	42,000	57,000
Accumulated depreciation	90,000	165,000	Sundry debtors	75,000	87,000
Sundry creditors	45,000	60,000	Cash and bank	201,000	252,600
Bills payable	15,000	30,000			
	735,000	11,19,600		735,000	11,19,600

Income Statement for Year II

Sales revenue	360,000
Less: Cost of goods sold:	<u>202,200</u>
Gross profit	1,57,800
Less: Depreciation on plant	30,000
Depreciation on building	48,000
General expenses	<u>60,000</u>
Net Income from Operation	19,800
Add: Gain on sale of investment (Investment costing value Rs. 24,000 was sold for Rs. 31,200)	<u>7,200</u>
	27,000
Less: Loss on sale of machinery (Proceeds were Rs. 9,000)	<u>3,000</u>
Net Income	24,000
Less: Dividend paid	17,400
Retained earning	6,600

Required: Statement of cash flow

(5+5+3)



MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
MASTER OF BUSINESS STUDIES (MBS)
SEMESTER-I

Subject: Managerial Economics

Course Code: MGMT 513

Full Marks: 60

Time: 3 Hours

Candidates are required to answer the questions in their own words as far as practicable.

Group A: Very Short Answer Questions (10 X 1=10 Marks)

Attempt **ALL** questions.

- Q1. Show the relationship between managerial economics and business management.
- Q2. How can the profit be raised according to the dynamic theory of profit?
- Q3. As a result of 15 percent raise in income of a consumer resulted 12% rise in demand for goods and services. Find out the income elasticity of demand.
- Q4. Show the consumer's equilibrium according to ordinal utility analysis in diagram.
- Q5. Find the equilibrium income and output from the following equations;
 $S = -20 + 0.6Y$ and
 $I = 15 + 0.5Y$
- Q6. Why MPC of poor is higher than the rich? Write any two causes.
- Q7. What is meant by deficit balance of payment?
- Q8. Write the propositions of the Keynesian psychological law of consumption.
- Q9. How can the personal income be calculated? Mention the formula.

Q10. Write down any two features of depression.

Group B: Short Answer Questions (3 X 8 = 24 Marks)

Attempt any THREE questions.

Q11. Explain production possibility curve. Why it is called transformation curve? [6+2]

Q12. How the national income is measured in value added method? Illustrate with appropriate examples. [8]

Q13. Define break even analysis. What is the main purpose of break even analysis? [3+5]

Q14. Explain the concept of demand pull and cost push inflation. [4+4]

Q15. Discuss the necessity of protection policy in trade for the developing countries like Nepal. [8]

Group C: Long Answer Questions (2 x 13 = 26 Marks)

Attempt any TWO questions.

Q16. Define demand function and supply function. Explain the market equilibrium with the help of demand function and supply function. [3+3+7]

Q17. What do you mean by oligopoly? How price and output are determined under joint profit maximization by the Cartel? [3+10]

Q18. Distinguish between economic development and economic growth. What are the major indicators of the economic development? Illustrate with examples. [6+7]



MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
FINAL EXAMINATION: 2019
MASTER OF BUSINESS STUDIES (MBS)
SEMESTER-I

Subject: Human Resource Management

Subject Code: MGMT 514

Full Marks: 60

Time: 3 Hours

Candidates are required to answer the questions in their own words as far as practicable.

GROUP A: VERY SHORT ANSWER QUESTIONS (10X1=10 MARKS)

Attempt **ALL** questions.

- Q1. Define human resource management within two sentences.
- Q2. State different things to be included in job specification.
- Q3. Why employee orientation is necessary?
- Q4. Enlist the type of psychological testing.
- Q5. Mention the meaning of dry promotion.
- Q6. Define the term job evaluation.
- Q7. Make a list of most common forms of industrial disputes.
- Q8. Give the meaning of employee absenteeism.
- Q9. What is the purpose of a stress interview?
- Q10. Make a list of process of collective bargaining.

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

Attempt any **THREE** questions.

- Q11. What do you mean by human resource planning? What steps are to be followed in human resource planning? Explain. (2+6)
- Q12. "Training is the act of increasing knowledge, expanding skills and changing attitudes of an employee for doing a particular job." In the light of this statement explain the methods of employee training. (8)
- Q13. What do you mean by management development? Briefly, explain the main objectives of management development. (2+6)
- Q14. Give the meaning of wage and explain the different level of wages. (2+6)

Q15. What is job analysis? Explain the uses of job analysis in modern organization. (2+6)

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

Attempt any **TWO** questions.

- Q16. 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)
- Q17. What is human resource management? Briefly describe the function and objectives of human resource management. (3+6+4)
- Q18. Labour disputes are common phenomenon in developing countries. In the perspective of the given statement, give the meaning; discuss major causes of disputes and the method of settlement of such disputes in organizations. (1+6+6)



MID-WESTERN UNIVERSITY
EXAMINATIONS MANAGEMENT OFFICE
 FINAL EXAMINATION: 2019
 MASTER OF BUSINESS STUDIES (MBS)
 SEMESTER-I

Subject: Statistics for Business Decision

Course Code: MGMT 515

Full Marks: 60

Time: 3 Hours

Candidates are required to answer the questions in their own words as far as practicable.

Group A: Very Short Answer Questions (10X1=10 Marks)

- Q1. What are the characteristics of statistics?
 Q2. Define percentage bar diagram.
 Q3. What will be the value of median of a moderately asymmetrical distribution? If the mean and mode are 35.4 and 32.1 respectively.
 Q4. The difference between the upper quartile and lower quartile of a certain frequency distribution is 8 and their sum is 132. Calculate the quartile deviation and its coefficient.
 Q5. For a moderately asymmetrical frequency distribution following results were obtained: Mean = 10, Median =8.50, CV = 20%. Find the Pearson's coefficient of skewness.
 Q6. If the first quartile is 142 and the semi-interquartile range is 18, find the median (assuming that distribution to be symmetrical).
 Q7. If the correlation coefficient between X and Y is 0.81, the probable error of r is 0.0734, what will be the value of n?
 Q8. From the information of prices and quantities of four commodities in the base year 1983 and the current year 1984, the following results are obtained :
- $$\sum p_0q_1 = 800, \sum p_1q_0 = 930, \sum p_1q_1 = 1110, \sum p_0q_0 = 580$$
- Where p_0, p_1, q_0 & q_1 have their usual meaning. Calculate the price index by Fisher's formula.
 Q9. While fitting a straight line trend of the type $y = a + bx$, what is signified by y, x, a and b?
 Q10. What is the probability of giving a child birth by a pregnant woman on Sunday of a week?

Group B: Short Answer Questions (3 X 8 = 24 Marks)

Attempt any **THREE** questions.

- Q11. Write the functions of statistics. And also discuss the methods of primary data collection.
 Q12. In a frequency distribution of 100 families given below, the number of families corresponding to expenditure groups 20-40 and 60-80 are missing from the table. However, the median is known to be 50. Find the missing frequencies.
- | Expenditure | 0-20 | 20-40 | 40-60 | 60-80 | 80-100 |
|-----------------|------|-------|-------|-------|--------|
| No. of families | 14 | ? | 27 | ? | 15 |
- Q13. The following data are given to an economist for the purpose of economic analysis. The data refer to the length of a certain types of batteries.
 $N = 113, \sum fd = -10, \sum fd^2 = 282, \sum fd^3 = 2$ and $\sum fd^4 = 2058$ in which $d = X - 5$.
 Do you think that the distribution is platykurtic?
 Q14. Fit a straight line trend and find the trend values for the following data and predict the likely profit for 2043.

Year	2036	2037	2038	2039	2040	2041
Sales(Rs.lakh)	5	7	9	10	12	17

- Q15. In a bolt factory, machine A, B and C manufacture 60%, 25% and 15% respectively. Of the total of their output, 1%, 2% and 1% are defective bolts. A bolt is drawn at random from the total production and found to be defective. From which machine the defective bolt is expected to have been manufactured?

Group C: Long Answer Questions (2 x 13 = 26 Marks)

Attempt any **TWO** Questions.

- Q16. The data of sales of the product and newspaper advertising media expenditure is given below.

Advertising expenditure	Sales of the product				
	0-500	500-1000	1000-1500	1500-2000	2000-2500
0-200	12	6	-	-	-
200-400	2	18	4	2	1
400-600	-	4	7	3	-
600-800	-	1	-	2	1
800-1000	-	-	1	2	3

Now you are required to find

- i. Correlation coefficient.
 - ii. Estimate the total sales of product when the advertising expenditure is Rs. 1200.
- Q17. Production of a certain chemical mixture should contain 80 mg of chlorides, 28 mg of nitrates and 36 mg of sulphates per kilogram. The company can use two substances. Substance X contains 8 mg of chlorides, 4 mg of nitrates and 6 mg of sulphates per gram. Substance Y contains 10 mg of chlorides, 2 mg of nitrates and 2 mg of sulphates per gram. Both substances cost Rs.20 per gram. It is required to produce the mixture using substances X and Y so that the cost is minimized. Formulate the problem as linear programming problem and solve using graphic method.
- Q18. The asset structure of listed companies in Nepal is given below:

Asset (Rs.in millions)	No.of listed companies
0-5	20
5-10	25
10-15	50
15-20	40
20-25	20
25-30	15
Total	170

- a. Compute the skewness and kurtosis of the asset distribution by using moment method.
- b. Interpret the result of skewness and kurtosis.
- c. Also calculate the coefficient of variation of asset distribution.

