

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI

FINAL EXAMINATION : AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS : BA (H) – 341
BS – I

Date : June 14, 2010
Max. Marks : 60

Time Allowed : 3 Hours

Instructions: Attempt any five questions. All question carry equal marks.

- Q.No.1. What do you understand by the term business and explain how ethics and social responsibility affect business decision making?
- Q.No.2. Describe the importance of marketing for meeting the new challenges of creating long term relationships with the customers.
- Q.No.3. Describe the various types of the companies and differentiate between public limited company and private limited company.
- Q.No.4. Identify and compare the three major types of economic systems. What is the current status of each of these systems in the today's world?
- Q.No.5. What are the core responsibilities of human resource management? What methods do companies use to find qualified candidates?
- Q.No.6. Describe the advantages and disadvantages of small business. Explain their contribution to the economy.
- Q.No.7. Global business strategies and multi domestic strategies have different aspects. Describe their differential characteristics.

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Date: _____
Time: _____

Instruction: Attempt 5 (five) questions.

- Q1 Define the nature and scope of Business. Discuss the difference between the study of Business and Economics? Discuss the scope of the study of Business?
- Q2 What are the different forms of business ownerships? Discuss advantages and disadvantages of each form.
- Q3 Compare and contrast the three major types of economic systems?
- Q4 Explain the concept of marketing mix and relate it to the quality and customer satisfaction.
- Q5 Give definition of marketing. What is the importance of marketing mix in business?
- Q6 Discuss the various forms of short term and long-term finance in case of public limited companies.

**KARACHI UNIVERSITY BUSINESS SCHOOL
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**FINAL EXAMINATION, JUNE-2007 : AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS MANAGEMENT : BBA - I**

Date : June 11, 2007
Max. Marks : 60

Time : 3 Hours

Instructions : Attempt any five questions.

- Q.No.1. What is business? Explain how ethics and social responsibility affect business decision making.
- Q.No.2. Describe the four management functions and the type of management activity associated with each.
- Q.No.3. Describe the importance of human resource management and the responsibilities of human resource managers.
- Q.No.4. Define leadership and compare different leadership styles.
- Q.No.5. Summarize the major benefits of planning and describe the strategic planning process.
- Q.No.6. Explain the characteristics of an effective team and the roles played by the team members.

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FINAL EXAMINATION, FALL 2006 : AFFILIATED COLLEGES

INTRODUCTION TO BUSINESS & MANAGEMENT: BA (P) – 341

BBA – I

Date: December 18, 2006
Max marks: 60

Time Allowed : 03 hours

Attempt any five questions in all, where Q-1 is compulsory

- Q-1** “ Management can be applied to any kind of organization” indicate whether you agree or disagree with the statement? Give logical reasoning to support your answer. 12
- Q-2** (a) Explain the three major forms of business ownership, give one example of each. 09
(b) Write a note on profit-making and non-profit making organizations. 03
- Q-3** What is meant by decision making? If you have to take some important decision in your life what steps you will follow? Explain 12
- Q-4** (a) Describe Managements by Objectives, list down its advantages and disadvantages. 08
(b) Objectives can be qualitative or quantitative. Give two examples of each. 04
- Q-5** Define Human Resource Management. How does it relate to management process. Support your answer with a proper explanation. 12
- Q-6** Explain the Maslow’s Hierarchy of Need Theory. 12
- Q-7** How are firm’s mission, objectives and strategies interrelate? Explain. 12

GOOD LUCK

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI

FINAL EXAMINATION, SPRING-2006 : AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS & MANAGEMENT : BA (P) - 351
BBA - I (Pass)

Date : June 09, 2006
Max. Marks : 60

Time : 3 Hours

INSTRUCTIONS

Attempt any SIX questions.

- ✓ Q.No.1. As a leader what different approaches can you adopt. How do they fit in the modern management practices.
- ✓ Q.No.2. What steps does a Human Resource Department take to attract an effective workforce? Discuss the impact of these steps.
- Q.No.3. What different strategies can be formulated at various organizational levels what purpose do they serve?
- ✓ Q.No.4 Describe in detail the Two Factor and Acquired Needs Theory of Motivation. How do they differ from each other?
- ✓ Q.No.5. What are the characteristics that pertain to organizational ^{goals} goods at various levels. Describe in detail.
- ✓ Q.No.6. Differentiate between programmed and non-programmed decisions. Under what conditions are various managerial decisions are required to be made.
- ✓ Q.No.7. What are the types of formal teams within organization. How do they differ from self directed teams.

GOOD LUCK

Name: _____



Roll No. _____

KARACHI UNIVERSITY BUSINESS SCHOOL
UNIVERSITY OF KARACHI

B.B.A. (PASS) --- FINAL-EXAM-DECEMBER --- 2003

"FIRST YEAR FIRST SEMESTER"

INTRODUCTION TO BUSINESS MANAGEMENT

090104 / 180 MIN

Max Marks 60

INSTRUCTIONS: Attempt all questions.

Q.1. Explain synergy. Also describe the stages in-group development.

Q.2. (a) Describe Maslow Need theory or Two-factor theory.

(b) What is management by objectives?

Q.3. Explain the control process in detail.

Q.4. Explain Fielder's contingency approach to leadership.

Q.5. Why planning is important for an organization. Explain the steps involved in planning analysis.

Q.6. Define the following terms:

- i) Management
- ii) Organizing
- iii) Controlling
- iv) Capitalism
- v) Scientific Management
- vi) Management by Objectives
- vii) Strategy
- viii) Policy
- ix) Procedures
- x) Rules

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!Good Luck!
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Name: _____

Enrolment No: U

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DEPARTMENT OF BUSINESS ADMINISTRATION
UNIVERSITY OF KARACHI
INTRODUCTION TO BUSINESS & MANAGEMENT
[COURSE # BA (P) 351]
BBA (Pass) – 1st Year 1st Semester

040105/ 3 Hrs
Max Marks 60

- Q.1: Explain "Management by Objectives." (5)
- Q.2: Distinguish between the Delphi Technique and Nominal Group Technique used as means of generating group consensus. (5)
- Q.3: Differentiate between Theory X and Theory Y of motivation. Comment, which one is more effective. Also define Theory Z. (10)
- Q.4: Explain the 5 factors that cause resistance to change in Employees. (10)
- Q.5: Explain Maslow's Hierarchy of Needs. Why does one person spend time on safety and other on gaining esteem? Also give characteristics of the Self Actualized persons. (10)
- Q.6: What is meant by "Problem"? Briefly explain the steps in Problem Analysis during effective decision making. (10)
- Q.7: Name William G.Scott's 4 pillars of classical Organization theory and briefly explain each. (10)