

KARACHI UNIVERSITY BUSINESS OF SCHOOL
UNIVERSITY OF KARACHI
FINAL EXAMINATION JULY 2010; AFFILIATED COLLEGES
INTRODUCTION TO BUSINESS MANAGEMENT BA (MA) – 541
MBA – I

Date: July 3, 2010

Max Marks: 60

Max Time: 3 Hrs

Attempt any six questions. All questions carry equal marks.

1. Discuss in detail each type of planning; also elaborate the role of planning in other managerial functions.
2. Why Leadership is considered a key element in the success of failure of an organizational?
3. Why the Human Resources Development is considered the strategic partner of an organization? Explain the strategic formation and strategic implementation parts of strategic designing process.
4. Why is motivating the workforce has become such an important factor in every organization. Discuss how does insurance help in reducing risk in a business?
5. Today handling a diversified workforce has become a great challenging for HRM managers. Discuss
6. No organization exist in a vacuum, they are heavily impacted by the external environment. Discuss how and why the organizations are forces to change with the change in the external environment.
7. Explain the Decision making process; also explain what is meant by bounded rationality?

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FINAL EXAMINATION DECEMBER 2009; AFFILISTED COLLEGES
INTRODUCTION TO BUSINESS MANAGEMENT BA (MA) – 541
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Date: January 10, 2009

Max Marks: 60
Max Time: 3 Hrs

- 1. Give Briefly Explanation of the Following Terms: (10)**
 - i. Span of Control
 - ii. Goal Setting
 - iii. Marketing Concept
 - iv. Grapevine
 - v. Informal Organization.

- 2. Differentiate Between the Following: 10)**
 - i. Merger and Acquisition
 - ii. Human Resources Management and Personal Management
 - iii. Merger and Leader
 - iv. Strategy formulation phase and strategy implementation phase
 - v. Insurable and uninsurable risks

- 3. Comment on the Following Statements (10)**
 - i. Buying insurance is a function of risk management
 - ii. Diversified workforce is one of the major challenges faced by the Human Resource Managers.
 - iii. Most of the large enterprises started off as SMEs.
 - iv. All managers are not necessarily leaders.

- 4. Answer any FIVE of the Following: (30)**
 - i. Why is that all managers give great importance to the external environment? Can any manager avoid being influenced by the external environment?
 - ii. Identify and explain the three basic steps in strategy formulation.
 - iii. Develop a set of standards for any area of interest to you over which you might wish to exercise effective control.
 - iv. Why is the formal training of workers so important to most employees? Why don't employers simply let people learn about their jobs as they perform them?
 - v. What would you need to know to plan an organization structure? How far ahead should you plan it? How would you go about making such a plan?
 - vi. Identify five decision problems in an organizational setting, and recommended programmed or nonprogrammed decisions. Also mention did the problems occur at upper or lower level.

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Time Allowed: 03 Hours

Max Marks: 60

Date: June 28, 2009

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

Q.No.1 How have large corporation come into existence? Sole proprietorships still have as role. Describe their importance in total business activities.

Q.No.2 Goals are future attainments aimed at. How they relate to plans and what characteristics determine good goal setting.

Q.No.3 Motivation plays an important role in increasing productivity – Explain.

Q.No.4 leadership in modern days has adopted different styles. How can they be characterized and why leadership is considered a key element in running the organization?

Q.No.5 Strategic management means competitively superior operations. How this can be achieved in domestic and global management situation.

Q.No.6 Write notes on:

- (i) Decentralization
- (ii) ERG Theory of Motivation
- (iii) Fiedlers Theory of Leadership

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MBA – I

Time Allowed: 03 Hours

Max Marks: 60

Date: July 01, 2008

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

- Q.No.1 Define organizational mission. Develop mission statements for Unilever, Procter & Gamble and Peak Freans. How are strategic, tactical and operational goal and plans interrelated?
- Q.No.2 What role does performance appraisal play in the development of an effective workforce? How can the performance appraisal interview be made meaningful and accurate?
- Q.No.3 Describe the new leadership approaches in detail and elaborate the situations under which each of these will be exercised.
- Q.No.4 As a leader, what different approaches can you adopt? How do they fit in the modern management practices?
- Q.No.5 Briefly discuss the factors acquired needs of motivation. In which situations would they apply?
- Q.No.6 Differentiate between the classical and administrative model of decision making. Describe the various decision making steps.

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FINAL EXAMINATION JANUARY 2008; AFFILISTED COLLEGES
INTRODUCTION TO BUSINESS MANAGEMENT BA (MA) – 541
MBA – I

Time Allowed: 03 Hours

Max Marks: 60

Date: January 21, 2008

Instructions: Attempt any five questions.

- Q.No.1 Identify and describe the four basic functions of managers.
- Q.No.2 What is a corporation? What are the advantages and disadvantages of corporate ownership?
- Q.No.3 What is planning? Describe the strategic planning process.
- Q.No.4 Define Leadership and explain its importance for organizations.
- Q.No5 What are the characteristics of an effective team?
- Q.No6 Describe the importance of human resource management and the responsibilities of human resource managers.

University of Karachi
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MBA-I Affiliated Colleges

Course: Introduction to Business and Management

Course No: BA (M)-541

- Q.1 (a) Define “Business” 02
(b) List down the advantages and disadvantages of the following legal forms of business ownership: 04
- Proprietorship
 - Partnership 06
 - Corporation
- (c) “Not all enterprises are business enterprises” do you agree with the statement? Give reasoning to support your answer.
- Q.2 What is management? Can it only be applied to business organizations? Explain. 12
- Q.3 What managerial skills you would require and why, if you work at the following managerial levels: 12
- Supervisory Level
 - Middle Level
 - Top Level
- Q.4 (a) Identify the different type of business risks (list only) 06
(b) How insurance can provide protection to a business against the business risks? 06
- Q.5 (a) Define staffing, and Human Resource. 03
(b) Why modern organizations are focusing on establishing separate Human Resource Departments? Explain 06
(c) List down the key HRM functions. 03
- Q.6 What is the process of strategy formation? Why long-term planning is crucial for organizations, and challenging for managers? 12