

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2079
Bachelor of Business Administration (BBA)
Semester - I

R.No.

Subject: Principles of Management
Full Marks: 100 Pass Marks: 50

Course Code: MGT 311/411
Time: 3:00 Hours

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

Tick the best answers.

1. In line and staff organization the staff performs the function of:
 - a. management
 - b. advising the management
 - c. assigning responsibility
 - d. none of the above
2. Leaders with a low LPC score gain satisfaction from _____ according to Fiedler's LPC scale.
 - a. developing Team Relationship
 - b. achieving objectives
 - c. both of these
 - d. none of these
3. Repeated use plans or standing plans include:
 - a. objectives and policy
 - b. rules
 - c. procedures and methods
 - d. all of the above
4. It refers to the horizontal movement of employees along with the organizational structure. What is it?
 - a. Transfer
 - b. Promotion
 - c. Training
 - d. Demotion
5. The systems approach _____
 - a. emphasizes the psychological and social aspects
 - b. encourages managers to view the organization both as a whole and as part of a larger environment.
 - c. emphasizes the technical requirements of the organization and its needs
 - d. all of the above
6. _____ is the process of introducing the selected employee to other employees and familiarizing him with the rules and policies of the organization.
 - a. Orientation
 - b. Selection
 - c. Training
 - d. Recruitment
7. An organization structure is effective if it enables individuals to contribute to the objective of the enterprise. This is known as:
 - a. scalar principle
 - b. principle of functional division
 - c. principle of unity of objectivity
 - d. none of above
8. In order to be effective, control must be directed towards:
 - a. the future
 - b. the Past
 - c. the present
 - d. both past and the present
9. Bureaucracy theory means
 - a. the development of management functions and administrative principles.
 - b. a scientific study of work
 - c. a shared responsibility of authority and delegation
 - d. a hierarchy of command based on rational legal authority structure
10. Which one of the followings is not a characteristic of directing?
 - a. Directing initiate action
 - b. It is a continuous process
 - c. Flows from top to bottom
 - d. Ensuring order & discipline

11. are certain assumptions about the future on the basis of which the plan will be formulated
- a. Programs
 - b. Procedures
 - c. Premises
 - d. Planning issues
12. Write the full form of PERT:
- a. Performance evaluation report technique
 - b. Personnel enquiry retrieving technique
 - c. Program evaluation and review technique
 - d. Policy environment & review technique
13. For fast communication and to get correct feedback, the following organization is suitable for _____.
- a. Functional Structure
 - b. Divisional Structure
 - c. Informal Organization
 - d. Formal Organization
14. The observation of people at work at that would reveal the one best way to do a task is known as:
- a. scientific Management
 - b. classical Management
 - c. situational Management
 - d. human Relation Approach
15. The social science discipline that focuses directly on understanding and predicting individual behavior is known as:
- a. Psychology
 - b. Sociology
 - c. Anthropology
 - d. Political science

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

Answer any **EIGHT** questions:

1. Differentiate between efficiency and effectiveness. Why are they called the twin pillars of managerial success? [2+3]
2. Planning is looking ahead; whereas controlling is looking back". Comment. [5]
3. Explain through a diagram the nature of work at different levels of management. [5]
4. "Decision making is said to be the heart of management process". Explain the given statement with reference to the importance of decision making. [5]
5. What do you understand by management? Explain the principles given by F.W. Taylor in scientific management theory. [1+4]
6. What is controlling? Explain its process. [1+4]
7. The quality of work life and self managed work team are the important tools of motivation through employee's participation. Explain. [5]
8. Define span of management and its types with merit and demerits. [5]
9. What is SWOT analysis? Why is this analysis important in an organization? [5]
10. Write short notes on: (Any two) [2.5+2.5]
 - a. Trait theory
 - b. Job enrichment and Job rotation
 - c. Intrinsic and Extrinsic motivation

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

Answer any **THREE** questions:

11. What do you mean by organization? Briefly explain the matrix structure organization, with a complete figure. [2+8]
12. Describe some commonly found traits of successful leaders. Do you agree to the point that Leadership is an outcome of specific individual traits? Explain. [4+6]
13. Define Management by Objectives (MBO). What are the different steps of planning? [3+7]
14. "Unsatisfied needs lead to motivation". Based on this statement, state and explain the process of motivation with its importance. [10]
15. Explain the principles of Henry Fayol of Administrative theory in details. [10]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

In college, Jagdish Khadka has taken major subject in Industrial management and was considered by his teachers and friends to be able to a good all round student. Jagdish not only took the required courses in business, but he also learned Chinese language. After graduation, Jagdish got appointment as management trainee position in San Miguel International, a multinational corporation with offices

and factories in 20 countries including Nepal. Jagdish's first assignment was in plant in Chitwan. His supervisors quickly identified Jagdish for his ability to get job done and still maintain good support with subordinates, peers, and superiors. In only 3 years, Jagdish had advanced from a manager trainee to the position of assistant plant superintendent.

After 2 years in this position, Jagdish was called into the superintendent's office one day and told that he has been selected for a foreign assignment. The move would mean a promotion. The assignment was for a plant in Hong Kong but Jagdish was not worried about living and working there. He was excited and wasted no time in making the necessary preparations for the new assignment.

Prior to arriving at the plant in Hong Kong, Jagdish took considerable time to review his Chinese textbook exercises. He was surprised by how quickly the language came back to him. He thought that there would not be any major difficulties in making transaction from Nepal to Hong Kong. However, Jagdish found, on arrival, that the community where San Miguel plant was located did not speak pure Chinese that Jagdish had learned. There were many expressions that meant one thing to Jagdish but had an entirely different meaning to the employees of the plant.

While meeting with several of the employees a week after arriving, one of the workers said something to Jagdish that he interpreted as uncomplimentary; in actuality the employee had greeted him with a peculiar expression but in a different tone that Jagdish had heard before. All of the other employees interpreted this expression to be merely a friendly greeting. Jagdish's disgust registered in his face.

As the day went by, this type of misunderstanding occurred a few more times, until the employees began to limit their conversation with Jagdish. In only one month, Jagdish managed virtually to isolate himself from the workers within the plant. He became disillusioned and thought about asking to be relieved from the assignment.

Questions:

- a. What problems had Jagdish Khadka not anticipated when he took the assignment? [4]
- b. Do you believe the situation has assisted Jagdish to confront typical Nepalese going to foreign assignment? Discuss. [6]
- c. Considering the above case, what challenges might the management face and how does the organization support to reduce such difficulties? [5]

THE END

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R.No.

Subject: Financial Accounting
Full Marks: 100 Pass Marks: 50

Course Code: MGT 312/412
Time: 3:00 Hours

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

Tick the best answers.

1. According to going concern, a business is assumed as having
 - a. a limited life
 - b. a indefinite life
 - c. a very long life
 - d. None of the above
2. Accounting equation is an expression of
 - a. dual concept
 - b. going Concerned
 - c. business entity concept
 - d. matching concept
3. Which one accounting principle differentiates between owner and management?
 - a. Dual concept
 - b. Going Concerned
 - c. Separate entity concept
 - d. Conservatism
4. At the end of the year, depreciation account is transferred to:
 - a. balance sheet
 - b. profit & loss appropriation account
 - c. trading account
 - d. profit & loss account
5. Interest on capital is regarded as.....
 - a. Expenditure for the business
 - b. Gain for the business
 - c. Loss for the business
 - d. Liability for the business
6. The cost of goods sold are equal to
 - a. sales + gross profit
 - b. gross profit + cost of goods sold
 - c. sales – gross profit
 - d. sales – stock
7. What does the term “credit” mean in business?
 - a. Agreement between a lender and a borrower
 - b. Revenue a business earns from selling its goods
 - c. Cost of operations that a company incurs to generate revenue
 - d. Own with the expectation to provide a future benefit
8. The cause of depreciation is:
 - a. wear and tear
 - b. usage of asset
 - c. obsolescence
 - d. all of these
9. The sale proceeds of fixed assets are a
 - a. capital profit
 - b. capital receipt
 - c. revenue profit
 - d. revenue receipt
10. What one kind of expenses is paid from gross profit?
 - a. Selling Expenses
 - b. General Expenses
 - c. Financial Expenses
 - d. All of the above

11. Retained Earning is a :
- a. liability to the management
 - b. liability to the company
 - c. asset to the company
 - d. none of these
12. The loss on sale of an asset is debited to:
- a. profit and loss account
 - b. balance sheet
 - c. trial balance cr. side
 - d. Trading Account
13. Which one option gives a review report on the firm's financial status at a specified date?
- a. Income & Expenditure Account
 - b. Cash Flow Statement
 - c. Balance Sheet
 - d. Profit & Loss Account
14. Which one of the followings is not an intangible asset?
- a. Land
 - b. Goodwill
 - c. Trademark
 - d. Franchise rights
15. The unfavorable balance of profit and loss account should be.....
- a. subtracted from liabilities
 - b. subtracted from current assets
 - c. subtracted from capital
 - d. added in liabilities

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

Answer any **EIGHT** questions:

1. What is meant by GAAP? Briefly discuss the matching assumption of accounting with a suitable example?[2+3]
2. Define accounting information system. Explain the roles of accounting information system in modern business houses. [2+3]
3. What do you understand by the term 'Provision'? How is it different from reserve? [2+3]
4. Define financial accounting . Explain the objectives of financial accounting. [2+3]
5. The following information of a K&K company is given. [5]

Jan 01: Commenced business with Rs 6,000,000 cash received on issuing share of Rs 100 each.

Jan 02: Rs 400,000 cash was deposited into Nepal bank Ltd.

Jan 05: Billed customers for services provided Rs 200,000.

Jan 07: Goods purchased for cash Rs 115,000 and on credit Rs 85,000.

Jan 08: Goods sold for Rs 80,000 on cash and Rs 90,000 on credit.

Jan 09: Cash received from debtors Rs 88,000 and allowed discount Rs 2,000.

Jan 15: Paid Interest Rs 25,000 and interest Rs. 5000.

Required: Accounting Equation

6. The following is a list of transaction entered into during the first month of operations of BG Corporation, a new landscape service. Prepare a journal entry to record each transaction.
Feb 1: Articles of incorporation are filed with the state, and \$800,000 shares of common stock are issued for \$500,000 in cash.
Feb 4: A six-month promissory note is signed at the bank. Interest at 12% per annum will be repaid in six months along with the principal amount of the loan of \$400,000.
Feb 8: Land and a storage shed are acquired for a lump sum of \$300,000. On the basis of an appraisal, 25% of the value is assigned to the land and the remainder to the building.
Feb 10: Machinery is purchased from a supplier at a total cost of \$95,000. A down payment of \$30,000 is made, with the remainder due by the end of the month.
Feb 27: The remaining balance due on the machinery is paid to the supplier.
Feb 30: Rent of \$8,500 for the month of March is paid.

7. Prepare a purchase book in the books of M/s Modern Furniture House, Kathmandu from the following transactions. [3+2]

Magh 5 : Purchase From Pappu & Co., Surkhet

30 Godrej Chairs @ Rs. 5,000 each

20 Godrej Tables @ Rs. 10,000 each

(Trade Discount 20%)

Magh 14 : Purchase from Boob& Sons, BulbuleTaal

15 Almirahs @ Rs.10,000 each

10 Revolving Chairs @ Rs. 25,000 each

(Trade Discount 10%)

Magh 21 : Purchase From Kajal Traders, Nepalgunj

80 Desks @ Rs. 2,500 each

10 Sofa Sets @ Rs. 20,000 each

(Trade Discount @ 15%)
 Magh 28: Purchase on cash from Rasmi, Dang
 10 Chairs @ Rs. 5,000 per Chair

Required:

- a. Purchase Book b. Purchase account

8. From the following particulars prepare a Bank Reconciliation Statement to find out the Causes of difference in two balances as on August 31st, 2020 of Pagoda trade (Pvt.) Ltd. [5]

a. Bank balance as per Pass book	150,000
b. Cheque issued but not present for payment	15,000
c. Dividends on shares collected by bank	12,300
d. Bank charge charged by the bank	11,000
e. A customer deposited into bank but not entered in cash book	16,000
f. Cheque sent for collection but not recorded by bank	20,000

9. On December 1, 2020, Mrs Kajol sold goods worth Rs 500000 to Mrs. Kanchan and drew a bill of 3 months for the amount. Mr. Kanchan accepted the bill and returned it to Mr. Kajol. The bill was duly honored at maturity.

Required: Necessary journal entries in the books of Kajol and Kanchan. [2.5+2.5]

10. The followings are the extracts of the Trial Balance as on 30 July 2021.

Particular	Debit Amount	Credit Amount
Bad Debt	20000	
Provision for doubtful debt		15000
Debtors	200000	

Adjustment:

- Create new bad debt Rs 10000
- Create provision for doubtful debt @ 5% on debtors.

Required: a. Necessary journal entries b. Provision for doubtful debt account [2+3]

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

Answer any **THREE** questions:

11. Describe in details the types of activities consider under the cash flow statement with suitable examples. [10]

12. The following income statement items are taken from the record of Ganesh Steel Company, for the year ended December 31, 2020:

• Sales revenue	Rs.12,00,000
• Rent expenses	Rs.28,000
• Telephone expenses	Rs. 12,000
• Income tax expenses	Rs. 84,000
• Cost of goods sold (COGS)	Rs. 600,000
• Salaries expenses	Rs.48,000
• Interest expenses	Rs. 24,000
• Depreciation expenses	Rs. 40,000
• Utilities expenses	Rs. 12,000
• Advertizing expenses	Rs. 8,000
• Retained earnings opening	Rs. 46,000
• A part of fixed asset was sold at a profit of	Rs. 6,000.
• Dividends of Rs. 60,000 were declared and paid during the year.	
• Dividend on investment earned during 2020 of	Rs. 50,000.
• Sales of trading securities common stock of Kumari Bank for Rs. 110,000 which was purchased at a price of	Rs. 140,000.

Required: a. Multi-step income statement b. Statement of Retained earnings [6+4]

13. Following information relating to Plant and Machinery is given:

January 1, 2019: Plant and machinery A was purchased for	Rs. 30,00,000.
June 31, 2019: Plant and machinery B was purchased for	Rs. 20, 00,000.

August 31, 2020: Plant and machinery A was sold for Rs. 20,00,000.

January 1, 2021: Plant and machinery C was purchased for Rs. 1500,000.

The firm has followed diminishing balance method of depreciation @ 10% per year.

Required: Prepare the plant and machinery and depreciation account for three years.

[7+3]

14. ABC Company Ltd. was registered with an authorized capital of Rs. 500000 divided into share at Rs. 100 each. The following balances of a company are extracted from the company record at the year ended 2020: [2+3+2+3]

Particular	Debit (Rs.)	Particular	Credit (Rs.)
Opening stock	150,000	Sales	29,00,000
Purchase	20,00,000	Transfer fee	5,000
Carriage inward	10,000	Sundry receipt	6,000
Custom duty	5,000	P/L Appropriation a/c	140,000
Wages	280,000	Bad debt provision	25,000
Coal & coke	3,000	Provision for tax	30,000
Salaries	220,000	Equity share capital	500,000
Printing and stationary	8,000	12% Debenture	300,000
Telephone charge	2,000	Short term loan	300,000
Advertisement	7,000	Bills payable	130,000
Bad debt	10,000	Sinking fund	10,000
Preliminary exp. written off	3,000	General reserve	50,000
Interest on debenture	2,000	10% preference share	300,000
Other expense	1,000		
Interim dividend	3,000		
Tax paid	20,000		
Goodwill	275,000		
Land & Building	400,000		
Furniture & Fixture	200,000		
Plant and Machinery	500,000		
Patent	30,000		
Preliminary expense	25,000		
Investment	300,000		
Debtors	80,000		
Cash	50,000		
Bills receivable	1,12,000		
Total	46,96,000	Total	46,96,000

Adjustments:

- Cost of closing stock at the end Rs. 280,000 with market value of Rs. 290,000.
- Outstanding salaries Rs. 15,000
- Prepaid wages Rs. 7,000
- Bad debt written off Rs. 9,000
- Proposed dividend @ 5% on share capital
- Transfer to sinking fund Rs. 20,000

g. Depreciation plant and machinery @10 per annum.

Required:

a. Trading account

b. Profit and loss account

c. Profit and loss appropriation account and balance sheet

15. What are the major components of the annual report? Explain

[10]

SECTION D: CASE STUDY (15 MARKS)

16. Read a case given below and answer the following questions: CG Company has not yet prepared a formal statement of the cash flows for 2021. Comparative balance sheets as of December 31st 2020 and 2021, and a statement of income related information is given for the year ended December 31st 2021: [5+5+5]

Capital and Liabilities	2020 (Rs.)	2021 (Rs.)	Assets	2020 (Rs.)	2021 (Rs.)
Share capital	500,000	625,000	Land and building	125,000	125,000
10% Debentures	125,000	62,500	Plant & machinery(net)	312,500	375,000
Bank loan	25,000	31,250	Investment at cost	125,000	187,500
Account payable	100,000	62,500	Inventories	125,000	62,500
Bills payable	-	25,000	Account receivable	120,000	92,500
Accrued expenses	12,500	6,250	Bills receivable	5,000	7,500
Income tax payable	37,500	50,000	Cash at bank	17,500	32,500
Retained earnings	50,000	50,000	Cash at hand	20,000	30,000
Total	850,000	912,500	Total	850,000	912,500

CG Company
Income statement
For the year ending 31-Dec-2021

Particular	Details	Amount
Sales		Rs. 5,00,000
Less: Cost of goods sold:		
Beginning inventory	Rs.50,000	
Add: Purchase	Rs.1,87,500	
Less: Ending Inventory	Rs.(37,500)	Rs.2,00,000
Wages		Rs.1,12,500
Total Cost of goods sold		Rs.3,12,500
Gross profit margin		1,87,500
Less: Operating expenses		
Operating expenses (including Depreciation Rs 37500 & Interest Rs 12500)		1,00,000
Debenture Premium		12,500
Provision for taxation		50,000
Total operating expenses		1,62,500
Net Income before other income		25,000
Add: Gain on sale of plant (Cost Rs 37500 accumulated depreciation Rs 12500)		25,000
Total net income		Rs. 50,000

a. Operating activities (direct method) b. Investing activities and c. Financing activities

THE END

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

Tick the best answers.

1. Let $A = \{1, 2, 3, 4, 5\}$ and $B = \{2, 3, 5, 7, 9\}$. Find $(A - B)$
 - a. $\{2, 3, 5\}$
 - b. $\{1, 4\}$
 - c. $\{1, 2, 3, 4, 5\}$
 - d. $\{1, 2, 3, 4, 5, 7, 9\}$
2. If $n(A) = 220$, $n(B) = 230$ and $n(A \cap B) = 150$, then $n_0(A) = \dots$
 - a. 20
 - b. 30
 - c. 50
 - d. 70
3. Which one of the followings statement satisfies Left Open and Right Closed interval?
 - a. $\{x: a < x < b\}$
 - b. $\{x: a \leq x < b\}$
 - c. $\{x: a \leq x \leq b\}$
 - d. $\{x: a < x \leq b\}$
4. Find the value of: $|-2| + |-5| - |-12|$
 - a. -5
 - b. 5
 - c. -19
 - d. 19
5. The linear function is:
 - a. $ax^3 - bx + c$
 - b. $ax^2 - bx + c$
 - c. $ax + b$
 - d. $ax^2 + c$
6. The increasing function is denoted by:
 - a. $x_1 < x_2 \Rightarrow f(x_1) > f(x_2)$
 - b. $x_1 > x_2 \Rightarrow f(x_1) \leq f(x_2)$
 - c. $x_1 < x_2 \Rightarrow f(x_1) < f(x_2)$
 - d. $x_1 < x_2 \Rightarrow f(x_1) \geq f(x_2)$
7. Break-even point is given by:
 - a. $R(X) - C(X)$
 - b. $R(X) = C(X)$
 - c. Price x quantity
 - d. none of these
8. The derivative of $(ax + b)^n$ is:
 - a. $n(ax + b)^n$
 - b. $an(ax + b)^n$
 - c. $an(ax + b)^{n-1}$
 - d. $an(ax + b)^{n+1}$
9. Find the value of: $\lim_{x \rightarrow 0} \frac{5x^2 + 4x}{x}$
 - a. 0
 - b. ∞
 - c. 4
 - d. 5
10. The function $f(x) = y$ has maximum if:
 - a. $\frac{d^2(y)}{d(x^2)} = 0$
 - b. $\frac{d^2(y)}{d(x^2)} > 0$
 - c. $\frac{d^2(y)}{d(x^2)} < 0$
 - d. $\frac{d^2(y)}{d(x^2)} \leq 0$

11. The integration of $\int x^n dx =$
- a. $\frac{(x)^{n+1}}{n+1}$
 - b. $n(x)^{n-1}$
 - c. $\frac{(x)^{n-1}}{n-1}$
 - d. None of above.
12. If any two adjacent rows (or columns) are interchanged, the sign of the determinants is:
- a. the same
 - b. opposite sign
 - c. zero
 - d. identity
13. The determinant of $\begin{bmatrix} 1 & 1 \\ 4 & -4 \end{bmatrix}$ is:
- a. 0
 - b. -4
 - c. 8
 - d. -8
14. If $A = \begin{bmatrix} 1 & 0 \\ 0 & 1 \end{bmatrix}$, then $A^2 + 3A$ is equal to
- a. $2A$
 - b. $3A$
 - c. $4A$
 - d. None of the above
15. 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. $P\left(1 + \frac{R}{200}\right)^{2t}$
 - d. $P\left(1 + \frac{R}{200}\right)^{2t}$

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

Answer any **EIGHT** questions:

1. a) Define absolute value, Solve it. $|3x - 4| \leq 6$
b) Define rational number. Prove that $\sqrt{5}$ is an irrational number
2. i. If $f(x) = e^{bx}$, prove that : $f(x) \cdot f(y) = f(x + y)$
ii. if $f(x) = x^2 - x$, prove that $f(a+1) = f(-a)$
3. A firm sells a single product for Rs 70 per unit. Variable costs per unit are Rs 20 for materials and Rs 30 for labor. Annual fixed cost is Rs 100000.
 - i. Construct the cost function and what type of function this is .
 - ii. Find the revenue function and profit function.
4. Define limit of a function. If $f(x) = \frac{ax+b}{x+1}$, $\lim_{x \rightarrow 0} f(x) = 2$ and $\lim_{x \rightarrow \infty} f(x) = 1$, then prove that $f(-2) = 0$
5. The annual rate of repair of a machine is given by $\frac{dc}{dx} = 20x + 1000$, where x is the age of machine in years and $\frac{dc}{dx}$ is in Rs. Per year. Find the total repair cost after 5 years. How many years are required for the cumulative cost to be Rs7490?
6. Suppose a toy manufacturer has fixed costs of Rs 5000. In addition, there are variable cost of Rs 5 per toy. Find the
 - i) total cost function at a production level of x toys.
 - ii) how many toys may be produced at a cost of Rs 10000?
 - iii) suppose the selling price of a toy is Rs10. Find the profit function.
 - iv) find the profit generated by 8000 toys.
7. i. If $A = \begin{bmatrix} 1 & 2 \\ 2 & 1 \end{bmatrix}$ then verify that $A^2 - 3I = 2A$ (I = identity matrix of order two)
ii. if $X + Y = \begin{bmatrix} 2 & 0 \\ 1 & -1 \end{bmatrix}$, $X - 2Y = \begin{bmatrix} 3 & 2 \\ 0 & 1 \end{bmatrix}$. Find the value of X and Y.
8. Define determinant. Find the value of X. $\begin{bmatrix} x+a & b & c \\ a & x+b & c \\ a & b & x+c \end{bmatrix} = 0$
9. Find the $\frac{dy}{dx}$:
 - i) $y = x^2(2 + \log x)$
 - ii) $y = x^3\sqrt{2x+3}$
10. If the marginal revenue function for output x is given by $MR = \frac{6}{(x+2)^2} - 5$.
Show that $P = \frac{3}{x+2} - 5$ is the demand law.

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

Answer any **THREE** questions:

11. A manufacturer of a dishwashers can produce up to 100 dishwashers per week. Sales experience indicates that the manufacturer can sell x dish washers per week at price 'p' where $p + 3x = 600$ dollars. Producing record show that the cost of producing per week is $C(X) = 400 + 150x + 0.5x^2$.
- Find the weekly revenue function. [2]
 - Find the weekly profit function. [2]
 - Find the marginal revenue and marginal cost function. [2]
 - Find the weekly production level for which profit is a maximum. [2]
 - What is the relationship between marginal and marginal revenue for the production found in part (IV). [2]
12. Let x be the commodity produced then prove that the slope of $(AC) = \frac{1}{x}(MC - AC)$. Also verify the relation $C(X) = 2x^2 + x + 100$. If the revenue function is $R = x - 3x^2$ and the cost function $C = x^2 - 2x$. Find the value of maximum profit. [10]
13. The price of commodities X, Y, Z are respectively x, y, z rupees per unit. Mr Kiran Chand purchases 1 units of Z and sells 1 units of X and 2 units of Y. Mr. Avinab Mallapurchases 1 units of Y and sells 2 units of X and 1 units of Z. Mr. Samir sells 1 units of X and buy 1 unit of y and 3 units of Z. in this process Kiran and Samir loss Rs 5 and Rs 3 respectively. While Avinab gain by Rs 6. Find the price per unit of the commodities. (use crammers rule) [10]
14. Define Matrix and its types with examples. If $A = \begin{bmatrix} 1 & 2 \\ 3 & 1 \end{bmatrix}$, show that $A^2 - 2A - 5I = 0$, where I and 0 are 2×2 identity and null matrices respectively. [2+3+5]
15. a) Evaluate: $\int_1^2 2x(x^2 + 4)^2 dx$ [5]
- b) The marginal revenue function and marginal cost function are $MR = 6x^2 - 9x + 15$ and $MC = 10 - 24x - 3x^2$ respectively. If the fixed cost is Rs. 5000. Find the following; [1+1+1+1+1]
- Total cost function
 - Average cost function
 - Total revenue function
 - Demand function
 - Total profit/loss when $x = 100$.

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

You are given the following information:

In Pre board examination of BBA first semester; out of 1000 students, 55% failed in Mathematics, 45% failed in account, 35% failed in Economics, 35% failed in Mathematics and Account, 20% failed in Account and Economics, 15% failed in Mathematics and Economics and 10% failed in all the three subjects, then find

- how many students are passed in all three subjects? [3]
- how many students are failed in exactly two subjects? [4]
- how many students are failed in exactly one subject? [4]
- how many students are failed in at least one subject? [4]

THE END

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2079
Bachelor of Business Administration (BBA)
Semester - I

R.No.

Subject: Micro Economics
Full Marks: 100 Pass Marks: 50

Course Code: MGT 314/414
Time: 3:00 Hours

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

Tick the best answers.

1. Positive economics is based on.....
 - a. cause and effect of facts
 - b. value judgments
 - c. ethics
 - d. all of the above
2. If income elasticity of demand for a commodity is greater than 1, the commodity is called;
 - a. basic good
 - b. inferior good
 - c. luxury good
 - d. emergency good
3. Which one of the followings is not the scope of microeconomics?
 - a. Demand and supply analysis
 - b. Consumer's income
 - c. National Income
 - d. profit of the firm
4. When MU is positive,
 - a. TU is increasing
 - b. TU is maximum
 - c. TU is falling
 - d. TU becomes at zero
5. The marginal rate of substitution of X for Y (MRS_{xy}) is along an indifference curve.
 - a. constant
 - b. increasing
 - c. diminishing
 - d. none of above
6. Which one of the followings is a single commodity consumption model?
 - a. Production possibility curve
 - b. Law of Equi-marginal utility
 - c. Law of supply
 - d. Law of Diminishing Marginal Utility
7. The firm and industry are one and the same under:
 - a. perfect competition
 - b. duopoly
 - c. oligopoly
 - d. monopoly
8. Giffen goods is
 - a. inferior goods
 - b. one with high negative income elasticity of demand
 - c. consumed by low-paid workers
 - d. all of the above
9. If a consumer is willing to pay Rs.20 for an apple and is able to buy it for Rs. 15 then consumer surplus is
 - a. Rs. 35
 - b. Rs.15
 - c. Rs.5
 - d. Rs.20
10. When tax is raised, consumer surplus
 - a. falls
 - b. rises
 - c. remains unchanged
 - d. becomes zero

11. The stage II in law of variable proportions is called the stage of:
- a. diminishing returns
 - b. decreasing returns
 - c. falling returns
 - d. negative returns
12. $(AC - AVC) \times \text{output} = \dots\dots\dots?$
- a. AC
 - b. TFC
 - c. AFC
 - d. TVC
13. When elasticity of demand is one, MR is
- a. zero
 - b. positive
 - c. negative
 - d. maximum
14. Who propounded the Innovation Theory of Profit?
- a. Milton Friedman
 - b. J.B Clark
 - c. J.A Schumpeter
 - d. David Ricardo
15. If the actual earning is Rs. 20,000 and economic rent is Rs4000 then transfer earning is
- a. Rs. 20,000
 - b. Rs. 16,000
 - c. Rs. 24,000
 - d. Rs. 4000

Mid-West University
Examinations Management Office
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Bachelor of Business Administration (BBA)
Semester - I

Subject: Micro Economics

Full Marks: 100 Pass Marks: 50

Course Code: MGT 314/414

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:

1. Differentiate between positive and normative economics [5]
2. What is meant by market equilibrium? Explain how equilibrium price and output are determined in the free market economy. [2 +3]
3. What is indifference curve? Explain its properties. [1 +4]
4. Explain the concept of laws of returns to scale. [5]
5. Show the relationship between AC and MC. [5]
6. Explain the marginal productivity theory of wages. [5]
7. Define the income elasticity of demand. What are its types? [2 +3]
8. Consider the following demand and supply functions:
 $Q_d = 300 - 5P$
 $Q_s = -100 + 20P$
 - a. Calculate equilibrium price and quantity. [1]
 - b. Calculate consumer surplus, producer surplus and total surplus. [4]
9. Let, cost function, $C = 600 + 20Q - 3Q^2 + 0.1Q^3$, determine the value of TC, TVC, TFC, AFC, AVC, AC and MC at output $Q = 20$. [5]
10. A firm has the following production function $Q = 20K^{0.5}L^{0.7}$. The prices of capital and labour are Rs.5 and Rs.4 respectively. Similarly, the budget of the firm is Rs.10,000. Compute the efficient combination of two inputs [5]

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

Answer any **THREE** questions:

11. State and explain the least cost combination of two inputs or producer's equilibrium. [10]
12. Critically explain the liquidity preferences theory of interest. [10]
13. Define monopoly market. How are price and output are determined under it? [3 +7]
14. Separate the price effect into substitution and income effects for a fall in price of normal goods. [10]
15. The demand curve of a firm's product is given by an equation, $P = 56 - 2Q$ while cost function is $TC = 50 + 2Q + 0.25Q^2$. Find the profit maximizing output and total profit by (a) TR - TC approach (b) MR - MC approach. [5+5]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

If you are the managerial economist, for each of the following scenarios, decide whether you agree or disagree and explain your answer with logic.

- a. If the elasticity of demand for cocaine is -0.2 and the Drug Enforcement Administration succeeds in reducing supply substantially, causing the street price of the drug to rise by 50%, buyers will spend less on cocaine. [3]
- b. Every year Christmas tree vendors bring tens of thousands of trees from the forests of New England

- c. to New York City and Boston. During the last two years, the market has been very competitive; as a result, price has fallen by percent. If the price elasticity of demand was -1.3 , vendors would lose revenues altogether as a result of the price decline. [3]
- d. If the demand for a good has unitary elasticity, or elasticity is -1 , it is always true that an increase in its price will lead to more revenues for sellers taken as a whole. [3]
- e. Ben & Jerry's a famous Ice cream company of USA and price elasticity of the product of the company is -1.2 then move forward with a plan to raise prices if the company's only goal is to increase revenues. [3]
- f. Carlsberg beer have a elasticity of -0.5 and the company decided to stands cut prices to increase the total revenues at new year eve. [3]

THE END

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2079
Bachelor of Business Administration (BBA)
Semester - I

R.No.

Subject: Computers in Management
Full Marks: 100 Pass Marks: 50

Course Code: MGT 315/415
Time: 3:00 Hours

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

Tick the best answers.

1. Artificial Intelligence was used in which one generation of computer?
 - a. 1st
 - b. 2nd
 - c. 3rd
 - d. 5th
2. One of the followings trolls the web for content that is added to the search engine's index
 - a. Web Crawler
 - b. Google Searcher
 - c. Bing Searcher
 - d.
 - e.
 - f. Troller
3. Database is used to?
 - a. Store data
 - b. develop software
 - c. Script Software
 - d. None of the above
4. A system used for maintaining relationship with customers is:
 - a. SCM
 - b. DSS
 - c. CRM
 - d. All of the above
5. Which one of the following memories is used to hold running instructions or data?
 - a. Primary memory
 - b. Holding memory
 - c. Secondary memory
 - d. None of the above
6. An application of voice and vision technology is in
 - a. Database System
 - b. Video Conferencing
 - c. Email
 - d. Photoshop
7. OLAP stands for
 - a. Online Analytical Processing
 - b. Open Access Processing
 - c. Online address processing
 - d. None of the above.
8. Which one of the followings was 1st WAN?
 - a. ARPANET
 - b. NETBIOS
 - c. ARNET
 - d. None of the above
9. A compiler is
 - a. A programming language
 - b. A language converter (High level to Machine level)
 - c. A high level language
 - d. None of the above.
10. Middle level managers use the one following information system:
 - a. Executive Support System
 - b. Management Information System
 - c. Decision Support System
 - d. None of above

11. Software which is licensed software under exclusive legal right of owner is
- a. Contract
 - b. In-house
 - c. Proprietary
 - d. None of above
12. Full form of HTML is:
- a. Hyper Transform Material
 - b. Hyper Transformation Language
 - c. Hyper Text Markup Language
 - d. None of Above.
13. Which one of the following statements is true?
- a. Keyboard is an input device
 - b. Speaker is not an output device
 - c. Joystick is output device
 - d. RAM is input device
14. Ergonomics is related to
- a. Human health and safety
 - b. Business process and procedures
 - c. Business decision making
 - d. None of the above
15. GPS has a following segment
- a. User Segment
 - b. Space Segment
 - c. Control Segment
 - d. All of the above

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2079
Bachelor of Business Administration (BBA)
Semester - I

Subject: Computers in Management
Full Marks: 100 Pass Marks: 50

Course Code: MGT 315/415
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:

1. In the world of business, describe how information creates importance in decision making. [5]
2. Define Software. Describe the five different features of software with examples. [1+4]
3. Explain the difference between primary and secondary storage. [1+4]
4. What is GIS and what are the different types of data for GIS? [5]
5. What is office automation system? Explain with few examples. [1+4]
6. Explain how CRM can help an organization build relation with existing and potential customers. [5]
7. What is decentralized system? What are the problems in decentralized system? [5]
8. What is supply chain management? Explain the different flows in SCM. [1+4]
9. Internet is rapidly used by multiple businesses in this competitive scenario, why do you think application of internet would help business? [5]
10. Compare and contrast between two types of programming languages. [5]

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

Answer any **THREE** questions:

11. What are the different challenges you may face while doing ERP implementation? How do you deal with such challenges and what is considered successful ERP implementation? [5+5]
12. Write short notes (on any two): [5+5]
 - a. Different types of application software
 - b. HTTP and URL
 - c. Components of Decision Support System (DSS)
13. What is software development? Explain, in detail, the different phases in software development life cycle? [2+8]
14. Compare and contrast between internet, intranet and extranet with examples. [10]
15. To computing services, we need to use different components. List out what are the components of computer and explain each of them. [10]

SECTION D: CASE STUDY (15 MARKS)

16. Read the case given below and answer the following questions:

A waiter takes an order at a table, and then enters it online via one of the six terminals located in the restaurant dining room. The order is routed to a printer in the appropriate preparation area: the cold item printer if it is a *salad*, the hot-item printer if it is a hot *sandwich* or the bar printer if it is a *drink*. A customer's meal check-listing (bill) the items ordered and the respective prices are automatically generated. This ordering system eliminates the old three-carbon-copy guest check system as well as any problems caused by a waiter's handwriting. When the kitchen runs out of a food item, the cooks send

out an 'out of stock' message, which will be displayed on the dining room terminals when waiters try to order that item. This gives the waiters faster feedback, enabling them to give better service to the customers. Other system features aid management in the planning and control of their restaurant business. The system provides up-to-the-minute information on the food items ordered and breaks out percentages showing sales of each item versus total sales. This helps management plan menus according to customers' tastes. The system also compares the weekly sales totals versus food costs, allowing planning for tighter cost controls. In addition, whenever an order is voided, the reasons for the void are keyed in. This may help later in management decisions, especially if the voids consistently related to food or service. Acceptance of the system by the users is exceptionally high since the waiters and waitresses were involved in the selection and design process. All potential users were asked to give their impressions and ideas about the various systems available before one was chosen.

- a. In the light of the case, explain how office automation concept is applied in restaurant. [5]
- b. In the light of the system, describe the decisions to be made for managerial control and operational control? What information would you require to make such decisions? [5]
- c. Give your own view how TPS, MIS and DSS would help restaurant for decision making. [5]

THE END

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2079
Bachelor of Business Administration (BBA)
Semester - I

R.No.

Subject: Business English

Course Code: MGT 316/416

Full Marks: 100 Pass Marks: 50

Time: 3:00 Hours

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

Tick the best answers.

1. The word *scrapbook* falls under which one of the following categories?
 - a. Pets
 - b. Hobbies
 - c. Possessions
 - d. Places
2. When something is *creepy* it gives you a feeling of.....
 - a. Joy and amusement
 - b. Love and sympathy
 - c. Fear and disgust
 - d. Anger and hunger
3. If you have a habit of not being on time, one of the solutions is to:
 - a. ask a friend to call you to ask about your progress.
 - b. ask yourself: "how would I feel if someone told my secret?"
 - c. make up excuses to explain your unfinished work.
 - d. ask your friend to come to your home before the event.
4. "Fish Head Curry" is the dish of:
 - a. Korea
 - b. Brazil
 - c. Singapore
 - d. Latin America
5. Carbohydrates cause the brain to release a chemical called :
 - a. selenium
 - b. dopamine
 - c. serotonin
 - d. endorphin
6. 'Sequence adverbs' are used in
 - a. Food recipe
 - b. Common wishes
 - c. Travel advisory
 - d. Making excuses
7. 'Going to' is used for
 - a. Possible plans before you've made a decision
 - b. Plans not made yet
 - c. Plans you've decided on
 - d. Plans about to be decided on
8. The two-part verb that matches with the phrase 'your jacket' is:
 - a. clean up
 - b. hang up
 - c. turn on
 - d. turn off
9. You can communicate with foreign colleagues even if you don't speak their language, is a technological advancement in the field of:
 - a. eating
 - b. relaxing
 - c. shopping
 - d. communicating
10. Chusok is a festival to celebrate:
 - a. Wedding
 - b. Harvest
 - c. Birthday
 - d. Rainfall

11. Which one of the followings is the development of future?
a. Rail roads
b. Ocean liners
c. Cell phones
d. Flying cars
12. Which one is the synonym to the word 'fabulous'?
a. Awful
b. Wonderful
c. Stupid
d. Strange
13. When someone says "I like traveling", you agree by saying:
a. Oh, I don't
b. So do I
c. I might
d. But I do
14. Which one of the followings is not true about lying?
a. To hide something
b. To make an excuse
c. To make someone feel bad
d. To avoid sharing a bad news
15. "I won't do it again" is a way to:
a. make a promise
b. make an offer
c. admit a mistake
d. give an excuse

Mid-West University
Examinations Management Office
Surkhet, Nepal
Final Examination-2079
Bachelor of Business Administration (BBA)
Semester - I

Subject: Business English

Course Code: MGT 316/416

Full Marks: 100 Pass Marks: 50

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:

1. Circle the meaning given in bold letters for the italicized words. [5]
 - a. When you make a *breakthrough*, you experience a sudden advance/**accident**.
 - b. She played a sheep in her school's pageant means she acted like a sheep/ **became** a sheep.
 - c. A whirlwind describes something that happens slowly/**quickly**.
 - d. When Kidman threw herself into works, she worked very hard/**stopped** working.
 - e. When something is fleeting, it lasts a short/**long** time.
2. Rewrite the following wh- questions as indirect questions. [5]
 - a. Who is the principal of this college?
 - b. When is the next test for Business English?
 - c. Where did you spend your last vacation?
 - d. Which is the best shopping mall in this town?
 - e. How do I book a taxi for the airport?
3. Rewrite the following sentences using *wish* [5]

Example: Diane can't wear contact lenses -> She wishes she could use contact lenses

 - a. Gangaram's class is so boring.
 - b. My parents can't afford a house.
 - c. Ramesh can't fit into his old jeans.
 - d. I can't remember my PIN number.
 - e. Laxmi doesn't have any free time.
4. Following is a recipe for barbecued kebabs with the sequence jumbled up. Number the steps 1 – 5 and add a sequence adverb to each step [5]

_____ put the meat and vegetables on the skewers.

_____ put charcoal in the barbecue and light it

_____ take the kebabs off the barbecue and enjoy!

_____ put the kebabs on the barbecue and cook for 10 to 15 minutes, turning them over from time to time

_____ cut up some meat and vegetable. Marinate them for 20 minutes in your favorite barbecue sauce
5. Complete the following conversation with appropriate forms of *be going to* or *will* [0.5 x 10 = 5]

A: Have you made any vacation plans?

B: Well, I've decided on one thing- I _____ go camping.

A: That's great! For how long?

B: I _____ be away for a week. I only have five days of vacation.

A: So, when are you leaving?

B: I'm not sure. I _____ probably leave around the end of May.

A: And where _____ you _____ go?

B: I haven't thought about that yet. I guess I _____ go to one of the national parks.

A: That sounds like fun.

B: Yeah. May be I _____ go hiking and do some fishing.

A: _____ you _____ rent a camper?

B: I'm not sure. Actually, I probably _____ rent a camper – it's too expensive.

6. Match the following requests with appropriate responses: [5]

a. Could you lend me two thousand rupees?

A) I'm sorry. I'll do it right away

b. Can you get me a sandwich?
taken.

B) Sorry. I didn't realize this seat was

c. Can you help me move to my new house?

C) Are you kidding? I don't have any cash.

d. Would you mind not sitting here?

D) I'm really sorry, but I'm busy.

e. Could you move your car from my space?

E) Sure, no problem. I'd be glad to.

7. Match the information given below about wedding: [5]

a. Before a man and a woman get married, they usually

b. When a couple gets engaged, the man often

c. Right after a couple get engaged, they usually

d. When the people are invited to a wedding, they almost always

e. Right after a couple gets married, they usually

• Go on a short trip called a "honeymoon"

• Give the bride and groom a gift or some money

• Gives the woman a ring

• Begin to plan the wedding

• "Date" each other for about a year.

8. Complete the following sentences based on your own personal qualities and skills [5]

a. I could never be a ... because ...

b. I wouldn't mind working as a ... because ...

c. I'd make a good ... because ...

d. I'd make a bad ... because ...

e. I could be ... because ...

9. Complete the description below with the correct form of any of these words. [5]

amaze annoy confuse disgust embarrass shock

I had a terrible time at the movies. First, my ticket cost 500 rupees. I was really By the price. By mistake, I gave the cashier a 100 rupee note instead of a 500. I was a little Then there was trash all over the theater. The mess was The people behind me talked during the movie, which was The story was hard to follow. I always find thrillers too..... I like the special effects though.

10. Find three words or phrases from the list that are usually paired with each verb given below. [5]

anger	a compliment	a criticism	a joke	your regrets
an apology	a concern	an excuse	a lie	sympathy
a complaint	your congratulations	an invitation	a reason	the truth
express ...	...	...	...	...
give ...	...	...	...	...
make ...	...	...	...	...
offer ...	...	...	...	...
tell ...	...	...	...	...

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

Answer any **THREE** questions:

11. Write an essay comparing and contrasting how things were in the past, how they are now and how they will change in future in the following areas: education, family, relationship, shopping, entertainment. [10]
12. Write a cover letter accompanying your CV for the position of a manager in a bank. [10]
13. Write a letter to the Editor of your local newspaper on the need to protect the environment and cultural heritage for tourism. Suggest concrete steps to be taken. [10]
14. Write an essay on how technological improvements in future is going to affect our life. [10]
15. Write a review of a book you have read, or a movie you have watched or a movie based on a book comparing the similarities and differences between the movie and the book. [10]

SECTION D: CASE STUDY (15 MARKS)

16. Read the following case and answer the questions that follow: [3x5=15]

The *I* in IBM stands for International, but it could just as easily stand for Intercultural, as a testament to the computer giant's long-standing commitment to embracing diversity. Ron Glover, IBM's vice president of global workforce diversity, knows from years of experience that communicating successfully across cultures is no simple task, however—particularly in a company that employs more than 350,000 people and sells to customers in roughly 175 countries around the world.

Language presents a formidable barrier to communication when you consider that IBM's employees speak more than 165 languages. But language is just one of many elements that play a role in communication between cultures. Differences in age, ethnic background, gender, sexual orientation, physical ability, and economic status can all affect the communication process. Glover emphasizes that "to operate successfully, we must be especially mindful of how we respect and value differences among people in countries and regions." He recognizes that these differences represent both a challenge and an opportunity, and a key part of his job is helping IBM executives and employees work together in a way that transforms their cultural differences into a critical business strength. Diversity, he explains, is "an essential aspect of IBM's broader business strategy." To emphasize this fact, managers cannot receive a top performance ranking unless they can demonstrate that they are practicing IBM's diversity values.

Throughout its long history of employing and working with people from a variety of cultures, IBM has learned some powerful lessons. Perhaps the most significant is its conclusion that successfully managing a diverse workforce and competing in a diverse marketplace starts with embracing those differences, not trying to ignore them or pretending they don't affect interpersonal communication. Take Ron Glover's advice when he says that even if your company never does business outside the United States, "you will need to effectively engage differences to remain viable in the economy of the future."

Questions

- a. How does IBM manage diversity in its workforce?
- b. Why is it important for growing company to accommodate linguistic and cultural diversity in their work environment?
- c. What kind of linguistic and cultural diversity may a business organization face in Nepal? How do you think such diversities should be managed?
- d. If you were to run your own business, will you have more homogenous staff or diverse staff? Why?
- e. Give some examples where diversity could be an opportunity and a challenge in business environment.

THE END