

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

Roll.No. ....

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

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

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

Tick the best answers.

1. Which one of the followings is the correct meaning of concentration of decision making authority
  - a. Span of Management
  - b. Centralization
  - c. Decentralization
  - d. None of the above
2. An organization structure with few or no levels of intervening management between staff and managers and having a wider span of control represents:
  - a. Tall structure
  - b. Vertical Structure
  - c. Flat structure
  - d. Product structure
3. Every subordinate should receive orders from and be accountable to only one superior is \_\_\_\_\_
  - a. unity of direction
  - b. unity of command
  - c. centralization
  - d. scalar chain
4. The assumptions about future derived from forecasting and used in planning are known as
  - a. planning premises
  - b. freehold premises
  - c. business premises
  - d. corporate premises
5. \_\_\_\_\_ is the process of ensuring that actual results are in accordance with planned results.
  - a. Controlling
  - b. Coordinating
  - c. Planning
  - d. Directing
6. Which one of the following sources is most relevant to recruiting managerial personnel?
  - a. Direct recruitment
  - b. Employment exchange
  - c. Advertisement
  - d. Casual callers
7. \_\_\_\_\_ is the process of grouping similar activities together and creating departments.
  - a. Division of work
  - b. Departmentalization
  - c. Delegation
  - d. Centralization
8. Which style of management would be most effective in an emergency situation?
  - a. Autocratic
  - b. Consultative
  - c. Delegating
  - d. Participating
9. Job enrichment:
  - a. increases the "horizontal" expansion of the firm's employees
  - b. is the "vertical" expansion of an employee's job
  - c. is also called "cross training"
  - d. none of the above
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. Dealing with routine and repetitive problems is a
- a. non-programmed decision
  - b. programmed decision
  - c. major decision
  - d. minor decision
12. It refers to the number of subordinates that can be effectively managed by a superior,
- a. organizational structure
  - b. informal organisation
  - c. span of management
  - d. none of the above
13. Which one of the followings is not a benefit of planning?
- a. Planning reduces overlapping and wasteful activities
  - b. Planning is a mental exercise
  - c. Planning reduces the risks of uncertainty.
  - d. Planning provides directions.
14. \_\_\_\_\_ principle of management states that there should be a place for everything and everything should be in its place.
- a. Equity
  - b. Discipline
  - c. Order
  - d. Esprit de corps
15. Selecting a best course of action among the alternatives is called as \_\_\_\_\_
- a. decision making
  - b. planning.
  - c. organizing
  - d. controlling

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

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

Course Code: MGT.411/311  
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. What do you understand by management? Explain the different roles played by the manager. [1+4]
2. "Is staffing part of human resource management"? Explain it with the importance of staffing in an organization. [5]
3. Define MBO. Describe the benefits and weaknesses of MBO and ways to overcome them. [5]
4. Define organizing. How does an informal organization emerge within the formal organization? [1+4]
5. "Directing is the least important functions of management ". Do you agree to the statement? Give reasons. [1+4]
6. What is controlling? Explain its process. [5]
7. "Decision making is said to be the heart of management process". Explain the given statement with reference to the importance of decision making. [5]
8. Define leadership. Explain the styles of leadership followed by a leader. [5]
9. Briefly explain the administrative management theory, with its contribution to management. [5]
10. Write short notes on: (Any two) [2.5+2.5]
  - a. SWOT
  - b. Span of management
  - c. Centralization and decentralization

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

Answer any **THREE** questions:

11. Explain the term motivation. Explain Needs theory and X&Y theory [2+8]
12. Business world is facing lot of issues and challenges to compete with each other. Explain the emerging challenges faced by the management to cope with the competitive world. [10]
13. Define decision- making and explain the process of decision –making that affects the efficiency of the business decisions. [10]
14. Define the administrative theory of management with its principles. [10]
15. "Management is an art, science, or a profession". Justify your answer with its characteristics. [10]

**SECTION D: CASE STUDY (15 MARKS)**

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

Mr Reyoz is a chartered accountant from Institute of Chartered Accountant of Nepal. He was elected as a chairman of Nepal Life Insurance Company, which was at the time second largest insurance company in the country. During the next ten years its business increased, but it did not grow as fast as its major competitors and the company dropped the positions from second to the fifth place.

This worried Mr. Reyoz and board of director of the company. The board of directors made detail study about the problem and finally concluded that the lack of leadership in the sales of both ordinary life

policy and group life insurance was the major cause of company's comparative slow progress. It was also concluded that the two directors in charge of sale in these two major areas of business were competent executive and leaders but the district managers working under them were not competent leaders.

Mr. Reyoz called these two directors and asked them to ensure strong leadership at the district level or else quit the jobs. As these two left the meeting with chairman, one director told the other, now, just how do we make people leader? How can we be sure whether or not a person is a leader? You know this is tough job.

**Questions:**

- a. Mention the quality of good leadership. [5]
- b. What are the main reasons of failure of two insurance policies of the company? [5]
- c. Who is responsible in the failure of the company? Write your opinion. [5]

**THE END**

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

Roll. No. ....

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

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

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

Tick the *best answers*.

1. All the credit sales are recorded in ...
  - a. cash account
  - b. sales return account
  - c. sales book
  - d. creditors account
2. Which statement describes best to the meaning of bank reconciliation statement?
  - a. A statement which records all banking transactions.
  - b. A statement which finds the causes of differences in balance shown by cash book and pass book.
  - c. A statement which shows the total balance of cash deposited in to the bank
  - d. A statement which shows the total amount of loan taken from the bank.
3. The assets that can be easily converted into cash within a short period, i.e., 1 year or less are known as.....
  - a. fixed assets
  - b. intangible assets
  - c. current assets
  - d. fictitious assets
4. Which one is the correct journal entry for goods sold to Pratik?
  - a. Cash account Dr. and Sales account Cr.
  - b. Pratik account Dr. and Sales account Cr.
  - c. Sales account Dr. and Pratik account Cr.
  - d. Sales account Dr. and Pratik account
5. Sale proceeds from fixed assets are
  - a. capital receipts
  - b. capital profits
  - c. revenue receipts
  - d. revenue profits
6. Retained earnings is a :
  - a. liability to the management
  - b. liability to the company
  - c. asset to the company
  - d. none of these
7. Accounting provides data or information on
  - a. income and cost for the managers
  - b. financial conditions of the institutions
  - c. company's tax liability for a particular year
  - d. all the above
8. The debts which are to be repaid within a short period (a year or less) are referred to as,
  - a. current Liabilities
  - b. fixed liabilities
  - c. contingent liabilities
  - d. all the above

9. If the amount of depreciation is transferred to profit and loss account, the following journal entry is passed...
- depreciation account is debited and profit and loss account is credited.
  - profit and loss account is debited and depreciation account is credited.
  - none of the above
  - both of the above
10. If a trial balance total does not agree, the difference must be entered as;
- profit and loss account
  - nominal account
  - capital account
  - suspense account
11. If the discount is given in the time of settlement of the account, the discount is known as ....
- trade discount.
  - cash discount.
  - quantity discount.
  - all of them.
12. The rule of debiting and crediting for personal account is;
- debiting the giver and crediting the receiver
  - debiting the receiver and crediting the giver
  - debiting the assets and crediting the liabilities
  - debiting the expenses and crediting the incomes
13. .... is a note written by a buyer informing the causes of goods return and .... is the reply note written by a seller to a buyer.
- Credit note ..... debit note
  - Debit note ..... credit note
  - both of them
  - none of them
14. What are outstanding expenses?
- Expenses which are not paid off in the current balance sheet.
  - The necessary purchases that keep a business going from day-to-day.
  - Type of expense that is due but has not been paid.
  - None of the above.
15. Owner's equity is credited when;
- Goods are purchased
  - Assets are purchased
  - Profit earned by the company
  - Sale of fixed asset

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

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

Course Code: MGT 412/312  
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. Define business entity concept and money measurement concept of financial accounting. [2.5+2.5]
2. Define financial statement. Illustrate the major reasons of preparing financial statements. [3+2]
3. Following information are given:
  - a. Mr. Pratik started a fitness center with a capital of Rs. Rs. 100,000.
  - b. Purchased exercise equipments for Rs. 50,000 and signed in to a promissory note.
  - c. Paid office expenses of Rs.20,000.
  - d. Cash collection from the customers for service provided Rs. 100,000 and still to be collected Rs.25,000.
  - e. Payment made to promissory note and received discount Rs. 2,000. [5x1]Required: Prepare Accounting Equation
4. Twins Brothers (Pvt.) Ltd. was registered on 1<sup>st</sup> Jan 2023 to provide short term management training and business research services to the small business houses located in Kathmandu. The following transactions taken place during the first month of its operation are provided:  
Jan-1: Contributions of Rs. 100,000 received from each of the two partners in exchange for shares of stock.  
Jan-5: Purchased office equipments for a total of Rs. 75,000 with a down payment of Rs. 50,000 and the balance due on 3 months.  
Jan-10: Signed a two years promissory note to received loan Rs. 20,000.  
Jan-18: Invoiced Rs. 60,000 to the local clients for providing training. One of the clients with Rs. 20,000 are allowed to pay their dues on 30<sup>th</sup> January.  
Required: Pass the necessary journal entries for the month of January. [5 x 1]
5. Following transactions are given to you.  
1<sup>st</sup>Baisakh: Sapana Store sold goods to Pratik Store for Rs. 50,000.  
5<sup>th</sup>Baisakh: Pratik Store accepted the bill on behalf of Sapana Store.  
6<sup>th</sup>Baisakh: Sapana Store discounted the bill at a cost of Rs. 500.  
5<sup>th</sup>Baisakh: Pratik Store honored the bill. [2.5 + 2.5]  
Required: Pass the necessary journal entries:
  - a. In the books of Sapana Store.
  - b. In the books of Pratik Store.
6. Magiee Furniture Store provided you only the transactions related to Rushika Furniture Store (a debtor).
  - a. Beginning balance Rs. 50,000.
  - b. Furniture sold to Rushika for Rs. 75,000.
  - c. Cash received from Rushika as a partial payment of Rs. 100,000.
  - d. Goods sold for Rs. 50,000 and partially received Rs. 30,000 only.
  - e. Settled the account by allowing discount Rs. 5,000.Required: Prepare Rushika Furniture Store Account in the books of Magiee Furniture Stores. [5x1]

7. Following purchase related transactions of a company are given to you.

July-1: Bought from Arya Stores, Baluatar

50 pcs of registers @ Rs. 200 each

80 pcs of note books @ Rs. 100 each

(discount @10%)

July-10: Received from Prerana stationeries, Baneswor

50 pcs of Account Books @ Rs. 700

80 pcs of Economics Books @ Rs. 500

July-15: Purchased from Nalina stationeries on cash, New Road

500 pcs of exercise books @ Rs. 100 each

July-20: Purchase furniture for Rs. 20,000 from Furniture Land, Maitighar.

Required:

a. Purchase Book

[2]

b. Purchase Account

[2]

c. Creditors Account

[1]

8. Enter the following transactions in the cash book.

April-1: Beginning balance of cash in hand and cash and bank Rs. 50,000 and Rs. 30,000 respectively.

April 5: Sold goods for cash Rs. 75,000.

April-10: Cash deposited in to bank Rs. 10,000.

April 15: Goods purchased worth Rs. 50,000 and paid Rs. 35,000 cash and balance through cheque.

April 25: wage and salary paid Rs. 20,000 equally by cash and bank.

Required: Double column cash book with cash and bank columns

[5]

9. Following pieces of information are given to you

a. cash book of Kabita, a trader, showed a balance of Rs. 50,000.

b. cheques of Rs. 20,000 issued for payment but a cheque of Rs. 5000 was not presented for payment till the date.

c. bank collected and credited Rs. 10,000 only out of various cheques of Rs. 20,000 deposited in the bank.

d. service charge debited Rs. 500 in the pass book.

e. a customer directly deposited in to bank Rs. 15,000.

Required: Bank Reconciliation Statement

[5x1]

10. Following items of trial balance are extracted:

Details	Dr. Rs.	Cr. Rs.
Debtors	52,000	
Provision for Bad Debts		5,000
Bad Debts	1,000	

Additional Information:

- Further bad debts Rs. 2,000

- Create provision for bad debts 10% on debtors.

Required:

a. Necessary journal entries

[3]

b. Provision for bad debts account

[2]



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

Answer any **THREE** questions:

11. Define financial accounting by showing accounting cycle. Differentiate book-keeping with accounting. [5+5]

12. Following trial balance is extracted from the Srijeet Fitness Center for the year ended 31<sup>st</sup> Chaitra 2078.

Particular	Debit (Rs.)	Particular	Credit (Rs.)
Purchase	50,000	Sales	90,000
Office expenses	10,000	P/L Appropriation a/c	25,000
Advance insurance	6,000	Paid up capital	20,000
Tax paid	5,000	Bills payable	4,000
Equipments	50,000	Commission received	2,000
Sundry debtors	20,000		
Total	141,000	Total	141,000

Additional Information:

- Advance expenses insurance expired to the extent of Rs. 3,000.
- Outstanding office expenses Rs. 2,000.
- Commission earned but not received Rs. 5,000.
- Board of directors decided to pay dividend @20% on paid up capital

Required:

- a. Adjustment entries [4]
- b. Work sheet [6]

13. The following transactions relating to machinery are given to you.

1<sup>st</sup> April 2020: Purchase of plant and machinery for Rs. 250,000

1<sup>st</sup> October 2021: Additional machinery was purchased to the extent of Rs. 100,000

30<sup>th</sup> June 2022: Sold machinery for Rs. 160,000 which was purchased on 1<sup>st</sup> April 2020. On the same date, another equipment was purchased for Rs. 150,000.

Depreciation is charged @ 10% per annum on original cost method and accounts are closed on 31<sup>st</sup> December each year.

Required:

- a. Equipment account for 3 years ending 31<sup>st</sup> December 2022. [2+3+3]
- b. Depreciation Account for 3 years. [2]

14. ABC Company Ltd. was registered with authorized capital of Rs. 500,000 divided into 5,000 shares at Rs. 100 each. Out of the 5,000 shares only 1,000 shares were issued for public subscription. The following trial balance of a company are extracted from the company record at the year ended 2022:

Particular	Debit (Rs.)	Particular	Credit (Rs.)
Purchases	60,000	Sales	186,000
Opening stock	20,000	Paid up capital	50,000
Freight inward	5,000	12% Debenture	30,000
Custom duty	5,000	Provision for bad debts	2,000
Wages	15,000	Provision for tax	5,000
Salaries	25,000	Bills payable	5,000
Office expenses	5,000	General reserve	5,000
Telephone charge	2,000	Sundry receipts	5,000
Advertisement	2,000	P/L Appropriation a/c	5,000
Bad debt	1,000		

Interest on debenture	3,000		
Interim dividend	5,000		
Tax paid	5,000		
Goodwill	5,000		
Building	60,000		
Equipment	25,000		
Preliminary expense	10,000		
Investment	30,000		
Debtors	5,000		
Cash balance	5,000		
Total	293,000	Total	293,000

Additional Information:

- Closing stock was valued at Rs. 30,000.
- Wage outstanding Rs. 5,000.
- Provision for bad debts to be maintained @10%.
- Depreciation on equipment @20% per annum.
- Board of director decided to create reserve Rs. 10,000 and provide dividend to paid up capital @10%.

Required:

- a. Trading Account [2]  
b. Profit and Loss Account [3]  
c. Profit and Loss Appropriation Account [2]  
d. Balance Sheet as on 31<sup>st</sup> December 2022 [3]

15. The following ledger balances are extracted from a company, for the year ended 31<sup>st</sup> December 2022:

Sales revenue	Rs. 250,000	Office expenses	Rs. 20,000
Cost of goods sold (COGS)	Rs. 50,000	Office rent	Rs. 5,000
Telephone expenses	Rs. 10,000	Provision for tax (2022)	Rs. 25,000
Sales girls salaries	Rs. 5,000	Provision for tax (2021)	Rs. 20,000
Sales managers commission	Rs. 10,000	Tax paid for (2021)	Rs. 15,000
Interest expenses	Rs. 24,000	Depreciation expenses	Rs. 40,000
Utilities expenses	Rs. 12,000	Opening balance of P/L App <sup>n</sup> account	Rs. 50,000
Advertizing expenses	Rs. 8,000	Dividend paid	Rs. 10,000
Loss on sale of old machinery	Rs. 20,000		
Com.mission Received	Rs. 40,000		
Income on investment received during 2022 of	Rs. 60,000		
Sales of trading securities common stock of Unilever Nepal Ltd. for	Rs. 100,000	which was purchased at a price of Rs. 120,000	

Required:

- a. Multi- Step Income Statement for 2022. [7]  
b. Statement of Retained Earning [3]

**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 Sadanand Company Limited

Balance Sheet					
Capital and Liabilities	2021 (Rs.)	2022 (Rs.)	Assets	2021 (Rs.)	2022 (Rs.)
Equity Share capital	500,000	625,000	Building	125,000	125,000
12% Debentures	125,000	62,500	Equipments	312,500	375,000
Long term loan	25,000	31,250	Long term investment	125,000	187,500
Sundry creditors	100,000	62,500	Closing inventory	125,000	62,500
Bills payable	-	25,000	Sundry debtors	120,000	92,500
Accrued expenses	12,500	6,250	Bills receivable	5,000	7,500
Provision for tax	37,500	50,000	Cash at bank	17,500	32,500
Retained earnings	50,000	50,000	Cash at hand	20,000	30,000
<b>Total</b>	<b>850,000</b>	<b>912,500</b>	<b>Total</b>	<b>850,000</b>	<b>912,500</b>

Sadanand Company Limited  
Income statement for the year ending 31<sup>st</sup>2022

Particular	Details (Rs.)	Amount (Rs.)
Sales		500,000
Less: Cost of goods sold:		
Beginning inventory	125,000	
Add: Purchase	137,500	
Wage	112,500	
Less: Ending Inventory	(62,500)	312,500
<b>Gross profit margin</b>		<b>187,500</b>
Less: Operating expenses		
Operating expenses (Including Depreciation Rs 37500 and Interest Rs 12500)	100,000	
Debenture Premium	12,500	
Provision for taxation	50,000	162,500
<b>Net Income before other income</b>		<b>25,000</b>
Add: Gain on sale of equipment (Cost Rs 37500 accumulated depreciation Rs 12500)		25,000
<b>Total net income</b>		<b>Rs. 50,000</b>

Required:

- Operating activities (direct method)
- Investing activities
- Financing activities
- Closing cash balance

[6]  
[4]  
[3]  
[2]

**THE END**

Mid-West University  
Examinations Management Office  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

Roll.No. ....

Subject: Basic Mathematics  
Full Marks: 100 Pass Marks: 50

Course Code: MGT 413/313  
Time: 3:00 Hours

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

Tick the best answers.

1. Let:  $A = \{a, b, c, d, e, f\}$  and  $B = \{d, e, f, g\}$ . Find  $A \Delta B$ 
  - a.  $\{a, b, c, g\}$
  - b.  $\{b, c, d, g\}$
  - c.  $\{c, d, g, f\}$
  - d.  $\{a, b, c, d, e, f, g\}$
2. If  $A = [-2, 4)$  and  $B = (1, 6]$ , Then  $A - B$ ....
  - a.  $[-2, 6]$
  - b.  $[-2, 1]$
  - c.  $[-2, 1]$
  - d.  $[-2, 1]$
3. Which one of the followings statement satisfies left closes and right open interval?
  - a.  $\{x: a < x < b\}$
  - b.  $\{x: a \leq x \leq b\}$
  - c.  $\{x: a \leq x < b\}$
  - d.  $\{\{x: a < x \leq b\}\}$
4. If  $a = -2$ ,  $b = -1$ , Find the value of:  $|a^2| - |-b^2| = \dots$ 
  - a. -5
  - b. 5
  - c. -3
  - d. 3
5. The linear function is:
  - a.  $ax + b$
  - b.  $ax^2 + b$
  - c.  $ax^2 - bx + c$
  - d.  $ax^3 - bx + c$
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. If  $C(x) = 4x - 4$  and  $R(x) = 5x + 5$ , then the profit function is given by:
  - a.  $-x + 1$
  - b.  $x + 1$
  - c.  $x + 9$
  - d.  $9x + 1$
8. The derivative of  $\sqrt{x}$  is:
  - a.  $\frac{x^{n+1}}{n+1}$
  - b.  $\frac{1}{\sqrt{x}}$
  - c.  $n x^{n+1}$
  - d.  $\frac{1}{2\sqrt{x}}$
9. Find the value of:  $\lim_{x \rightarrow \infty} \frac{ax^2 + bx + c}{x^2}$ 
  - a. b
  - b. c
  - c. 0
  - d.  $\infty$
10. The function  $f(x) = y$  has minimum 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  $\int 2^x dx =$

a.  $\frac{2^x}{\log x}$

b.  $\frac{a^x}{\log a}$

c.  $\frac{2^x}{\log 2}$

d.  $\frac{2^{x+1}}{x+1}$

12. If all the elements of any one row (or column) are zero, then the value of the determinant is:...

a. the same

b. positive

c. identity

d. zero

13. The determinant of  $\begin{bmatrix} -2 & -2 \\ 3 & 3 \end{bmatrix}$  is:

a. 0

b. -12

c. 12

d. None of above

14. If  $A = \begin{bmatrix} 1 & 0 \\ 0 & 1 \end{bmatrix}$ , then  $A^2 + 2A$  is equal to

a.  $2A$

b.  $3A$

c.  $4A$

d. None of the above

15. The compound interest of half yearly is:

a.  $P \left[ \left( 1 + \frac{R}{100} \right)^{2t} - 1 \right]$

b.  $P \left[ \left( 1 + \frac{R}{200} \right)^{2t} - 1 \right]$

c.  $P \left[ \left( 1 + \frac{R}{100} \right)^t - 1 \right]$

d.  $P \left[ \left( 1 + \frac{R}{200} \right)^{2t} + 1 \right]$

Mid-West University  
**Examinations Management Office**  
 Surkhet, Nepal  
 End-Semester Examination-2080  
 Bachelor of Business Administration (BBA)  
 Semester - I

Subject: Basic Mathematics

Full Marks: 100 Pass Marks: 50

Course Code: MGT 413/313

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. (i) Define absolute value. Prove that  $\sqrt{2}$  is an irrational number.  
 (ii) Show that  $\frac{5a+6b}{a+b}$  is a rational number lying between 5 and 6, where a and b are positive rational number.
2. (i) If  $f(x) = \frac{x+1}{x-1}$ , prove that:  $f\left(\frac{x-1}{x+1}\right) = \frac{-1}{x}$   
 (ii) If  $f(x) = \frac{2ax+b}{x-1}$ ,  $\lim_{x \rightarrow 0} f(x) = -3$ ,  $\lim_{x \rightarrow \infty} f(x) = 4$  prove that  $f(2) = 11$
3. If the cost function of producing x quantities of a product is given by  $c(x) = 250x^2 + 1250x + 12500$  and each unit of product is sold at Rs 5000. Calculate the break-even point. Also find the profit function.
4. Evaluate the  $\lim_{x \rightarrow 1} \frac{x^2 - \sqrt{x}}{\sqrt{x} - 1}$
5. The annual rate of repair of a machine is given by  $\frac{dc}{dx} = 10x + 100$ , where x is the age of machine in years and  $\frac{dc}{dx}$  is in Rs. Per year. Find the total repair cost after 10 years.
6. A mobile set manufacturer produces x sets per week and sells at Rs.P each, where  $x = \frac{600-P}{8}$ . The cost of production for x units is Rs.  $(x^2 + 78x + 2000)$ . Show that maximum profit is obtained when 29 sets are produced per week. Also, determine the corresponding price.
7. An agriculture centre uses 10 litre of chemicals in a month combining two chemicals A and B that cost Rs. 150 and Rs. 400 per litre respectively. The agriculture centre spends only Rs. 3250 in a month to buy those chemicals. Find the amount of each chemical. Use determinant method and hence check the result yourself.
8. Define determinant with example. Find the value of X. 
$$\begin{vmatrix} x+3 & 1 & 1 \\ 1 & x+3 & 1 \\ 1 & 1 & x+3 \end{vmatrix} = 0$$
9. Find the  $\frac{dy}{dx}$ : i.  $y = \log(x^2 + 1)$  ii.  $y = (ax^2 + bx + c)(cx + d)$
10. The marginal revenue function and the marginal cost function are given as  $MR = 15 - 9x + 6x^2$  and  $MC = 10 - 24x - 3x^2$ , if the total cost of producing one units is Rs.25. find the profit function. Also find the total profit when  $x = 2$ .

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

Answer any **THREE** questions:

11. A manufacturer of a dishwasher 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  $C(X) = 400 + 150x + 0.5x^2$ .
  - a. Find the weekly revenue function. [2]
  - b. Find the weekly profit function. [2]
  - c. Find the marginal revenue and marginal cost function. [2]

- d. Find the weekly production level for which profit is a maximum. [2]
- e. What is the relationship between marginal cost and marginal revenue for the production found in c? [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 book, copy and pen are respectively  $x, y, z$  rupees per unit. Mr. Rai purchases a pair of copies and sells one book and three pens. Miss Shrestha purchases one copy and sells a pair of books and one pen. Mr. Gautam sells two pair of books, one copy and a pair of pens. In this process Mr. Rai and Mr. Gautam earns Rs 4 each. While Miss. Shrestha losses by Rs 1. Find the price per unit of the commodities. [10]
14. Define Matrix and its types with examples. [10]
- Prove that: 
$$\begin{vmatrix} a - b - c & 2a & 2a \\ 2b & b - c - a & 2b \\ 2c & 2c & c - a - b \end{vmatrix} = (a + b + c)^2$$
15. a. The annual rate of repair of a washing machine is given by  $\frac{dc}{dt} = 3t + 8.5$ , where  $t$  is the age of machine is years  $\frac{dc}{dt}$  is in Rs / year.
- i. Find the total cost after 10 years. [2.5]
- ii. How many years are necessary for the commutative costs to be 105? [2.5]
- b. If the marginal revenue function is  $MR(x) = \frac{6}{(x+2)^2} - 5$ , show that the demand law is  $P = \frac{3}{(x+2)} - 5$ . [5]

#### SECTION D: CASE STUDY (15 MARKS)

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

You are given the following information:

From the past results showing that, out of 120 students of BBA first semester students of Global College International, 60 failed in Mathematics, 60 failed in account, 60 failed in Economics, 30 failed in Mathematics and Account, 30 failed in Account and Economics, 30 failed in Mathematics and Economics and 15 students are passed in all the three subjects, then find how many students:

- a. Failed in all three subjects? [2.5]
- b. Failed in Mathematics and Account but not in Economics? [2.5]
- c. Failed in Mathematics but not Account and Economics? [2.5]
- d. Failed in at least one subject? [2.5]
- e. Failed in only one subjects? [2.5]
- f. Failed in exactly two subjects? [2.5]

THE END

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

Roll No. ....

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

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

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

*Tick the best answers.*

1. A decrease in income of the consumer causes budget line to.....
  - a. swing inward
  - b. swing outward
  - c. shift inward
  - d. shift outward
2. Dead weight loss measures:
  - a. consumer surplus
  - b. producer surplus
  - c. change in price level
  - d. loss in total surplus
3. Which one of the followings is the scope of microeconomics?
  - a. Demand and supply analysis
  - b. Profit of the firm
  - c. National Income
  - d. All of above
4. Normal goods has:
  - a. positive relationship with its price
  - b. positive relationship with price related goods
  - c. positive relationship with income
  - d. none of the above
5. Positive economics is defined as:
  - a. What ought to be?
  - b. Value judgment.
  - c. What is good or bad?
  - d. Neutral regarding to its ends.
6. Which one of the followings is single commodity consumption model?
  - a. Production possibility curve
  - b. Law of supply
  - c. Law of Equi-marginal utility
  - d. Law of Diminishing Marginal Utility
7. Total revenue falls as the price of a good increases if price elasticity of demand is:
  - a. elastic
  - b. inelastic
  - c. unitary elastic
  - d. perfectly elastic
8. Higher indifference curve means:
  - a. consumer has more income
  - b. price of goods have reduced
  - c. higher utility level
  - d. all of the above
9. When supply curve is horizontal, elasticity of supply is:
  - a. zero
  - b. one
  - c. infinitive
  - d. geater than one
10. When TP is falling, then MP is:
  - a. falling
  - b. negative
  - c. zero
  - d. maximum
11. Typical product exists under:
  - a. perfect competition
  - b. monopoly
  - c. monopolistic competition
  - d. all of the above



12.  $(AC - AVC) \times \text{output} = \dots\dots\dots$
- a. AC
  - b. AFC
  - c. TFC
  - d. TVC
13. When elasticity of demand is 0.5, MR is.....
- a. Zero
  - b. Negative
  - c. positive
  - d. Maximum
14. Who propounded the Dynamic theory of Profit?
- a. Milton Friedman
  - b. J.A Schumpeter
  - c. J.B Clark
  - d. David Ricardo
15. If autonomous supply is 10 and slope is 2 then supply function is:
- a.  $2 + 10p$
  - b.  $10 + 2p$
  - c.  $10 - 2p$
  - d.  $2 - 10p$

Mid-West University  
Examinations Management Office  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

Subject: Micro Economics

Course Code: MGT 414/314

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. Explain the effect of price ceiling and price floor in equilibrium price and quantity. [5]
2. Differentiate positive and normative economics. [5]
3. What is isoquant curve? Explain its properties. [1 +4]
4. Describe the laws of returns to scale. [5]
5. Explain the concept of fixed cost and variable cost. [2.5+2.5]
6. Define monopolistic competition. How is price as well as output determined in such market structure in long run time period? [5]
7. Define the price elasticity of demand. What are the degrees of price elasticity of demand? [1 +4]
8. Consider the following demand and supply functions:  
 $Q_d = 600 - 10P$   
 $Q_s = -200 + 40P$ 
  - a. Calculate equilibrium price and quantity. [2]
  - b. Calculate consumer surplus, producer surplus and total surplus. [3]
9. The demand function of a commodity is given by  $Q = 200 - 30P$ . price of the commodity is Rs.4 per unit. Compute the price elasticity of demand. If the objective is to increase total revenue, should the price increased or decreased? Why? [5]
10. Suppose a consumer has the following prices for commodities X and Y. The price of commodity X is Rs.40 per unit and price of commodity Y is Rs.20 per unit. A consumer has Rs.6000 to spend per month on commodities X and Y. Referring the information mentioned above, answer the following questions. [2.5+2.5]
  - a. Sketch a budget line.
  - b. Assume that he splits his income equally between X and Y. Show where the consumer ends up on the budget line.

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

Answer any **THREE** questions:

11. Explain the relationship between total revenue (TR), marginal revenue (MR) with price elasticity of demand. [10]
12. Explain the decomposition of price effect on income and substitution effect. [10]
13. Critically explain liquidity preferences theory of interest. [10]
14. What is price discrimination? Explain the various types of price discrimination. [1+9]
15. A firm has the following production function  $Q = 20K^{0.5}L^{0.7}$ . The prices of capital and labor are Rs.5 and Rs.4 respectively. Similarly, the budget of the firm is Rs.10,000.
  - a. Compute the efficient combination of two inputs. [6]
  - b. Is the firm enjoying increasing returns to scales? Why? [2]
  - c. Find the factor intensity of the firm. [2]

**SECTION D: CASE STUDY (15 MARKS)**

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

Output(Q)	0	1	2	3	4	5	6	7	8
TFC	100	-	-	-	-	-	-	-	-
TVC	-	50	90	120	140	175	230	310	400

- Calculate TC, AFC, AVC, AC and MC. [3]
- Derive the TFC, TVC, and TC curves and show their relationships. [3]
- Show how ATC is influenced by AFC and AVC. [3]
- Prove how the values of MC are not in any way related with fixed cost. [3]
- Graph the AC and MC curves and explain their relationship. [3]

**THE END**

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

Roll. No. ....

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

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

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

Tick the *best* answers.

1. In ERP System data is maintained at
  - a. various location
  - b. as per requirement
  - c. central location
  - d. none of above.
2. AI was used in following generation of computer.
  - a. 1st
  - b. 2nd
  - c. 5th
  - d. 4th
3. Suite of communications protocols used to connect hosts on the internet.
  - a. TCB/IP
  - b. TCP/IP
  - c. HTTP/IP
  - d. None of these
4. Following trolls, the web for content that is added to the search engine's index.
  - a. Web Crawler
  - b. Google Searcher
  - c. Bing Searcher
  - d. Troller
5. Program designed to perform specific task is known as....
  - a. system software
  - b. operating software
  - c. utility
  - d. application software
6. If a company collaborates with other companies on joint development efforts, this network set up is called.
  - a. intranet
  - b. extranet
  - c. internet
  - d. none of these
7. Latest evolution of ERP is called.....
  - a. material requirements planning
  - b. machine requirement planning
  - c. extended ERP
  - d. none of these
8. Which one of the followings is the Relational Database Management System?
  - a. Microsoft SQL server
  - b. SLQ
  - c. Microsoft Word
  - d. HTML
9. Software which is developed by company IT team is called....
  - a. contract
  - b. in-house
  - c. proprietary
  - d. off-the-shelf
10. The basic operations performed by computer are.
  - a. arithmetic operations
  - b. storages
  - c. logical operations
  - d. all of the above
11. A compiler is a
  - a. a programming language
  - b. a language converter (high level to machine level)
  - c. a high-level language

- d. None of the above.
12. The elements of supply chain management are.
- a. production
  - b. transportation
  - c. supply
  - d. all of the above
13. Which one of these is the disadvantage of intranet?
- a. Time management
  - b. Fast information access
  - c. Less personal Interaction
  - d. Too much costly
14. Which one of this is first WAN?
- a. ARPANET
  - b. CORPNET
  - c. COBIT
  - d. HTTP
15. Following is the flow catered by Supply Chain Management Software:
- a. financial
  - b. product
  - c. information
  - d. all of the above.

Mid-West University  
Examinations Management Office  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

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

Course Code: MGT 415/315  
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. What is Transaction Processing System? Explain the ACID Test every TPS must pass to qualify.
2. Define computer. Describe five different characteristics of computer.
3. What are different types of application software? Explain with examples.
4. What is supply chain management? Explain different flows in SCM.
5. Take any software and explain different features available in that software.
6. Describe the advantages of CRM in respect to automation, visibility, and collaboration.
7. Compare and contrast between high level and low-level programming language.
8. Differentiate between primary memory and secondary memory.
9. Explain ERP and ERP II system.
10. Internet is rapidly used by multiple businesses in this competitive scenario, why do you think application of internet would help business?

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

Answer any **THREE** questions:

11. What is DSS? Explain its components in detail.
12. Explain the different generation of computer in detail.
13. What is software development? Explain in detail different phases of software development in chronological order.
14. To computing services, we need to use different components. List out what are the components of computer and explain each of them.
15. 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?

**SECTION D: CASE STUDY (15 MARKS)**

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

Dell Computer Corporation is a major manufacturer of personal computers, computer peripherals, and software. Among the leading producers of computers in the world, Dell sells its products directly to customers through the Internet and mail-order catalogs rather than through retail outlets. The company is based in Round Rock, Texas. At Dell Computers, customers are brought into the product planning and manufacturing processes, with all employees encouraged having contact with customers. Through effective collaboration across boundaries, ideas can be shared about product designs and value propositions. The result is faster and more customer-focused product and service innovation.

The information processing tools that Dell uses include computers, the internet, maps, spreadsheets, models, and databases. For the operational level of Dell, the most appropriate tool for information processing is Dell Management System (DMS). Through the said information processing tool, decisions on how to operate the organization can be initialized and made. DMS can be used to determine which country/place information will be acquired from, it can also assist in determining the demographic level of people and information will be gathered. DMS can be in the form of charts that

can also provide necessary information. The information gathered in turn can assist in helping to decide how an organization will be operated. For the tactical level of Dell, the most appropriate tool for information processing is databases. Through the said information processing tool, the records that can assist in finding out the strength and weakness of the company can be used to determine the tactic that will be used by the organization. For the strategic level of Dell, the most appropriate information processing tool is the internet or World Wide Web. Through the internet, trends and strategies by other companies can be known. After analyzing the trends and strategies used by other companies, an appropriate strategy can be formulated to use by the organization.

**Questions:**

- a. In the light of the system, explain what different information processing tools are used by Dell.
- b. How do you think Dell is getting benefitted by using information processing tools?
- c. If Dell decides to implement ERP software, how would Dell get benefitted from it?

**THE END**

Mid-West University  
**Examinations Management Office**  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

R.No. ....  
Course Code: MGT 416/316  
Time: 3:00 Hours

Subject: Business English  
Full Marks: 100 Pass Marks: 50

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

Tick the *best* answers.

1. "Used to" refers to something you regularly.....
  - a. do all the time
  - b. keep doing now and will do in future
  - c. did in the past but don't do anymore
  - d. did in the past and do in the present
2. "Too many" is an adverb of
  - a. time
  - b. quality
  - c. place
  - d. quantity
3. If you have a habit of procrastinating, 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. Appetizer is:
  - a. the food you eat before the main course
  - b. the main course
  - c. the food you eat after the main course
  - d. the food you eat between the meals
5. Dicing is a way of:
  - a. cooking
  - b. serving
  - c. eating
  - d. cutting
6. Guacamole is made of:
  - a. Kiwi
  - b. Avocado
  - c. Pineapple
  - d. Banana
7. "You have to have exact change for the fare" is an example of:
  - a. complaint
  - b. obligation
  - c. advice
  - d. plan
8. "My parents always tell me what to do" is an example of:
  - a. complaint
  - b. wish
  - c. advice
  - d. forbidding
9. "I am going to go swimming" is an example of:
  - a. regret
  - b. drat
  - c. suggestion
  - d. plan
10. "I wish I could add more hours to the day" is an example of:
  - a. hypothesis
  - b. wish
  - c. regret
  - d. plan
11. Which one of the followings invention has become irrelevant in the present?
  - a. Microwave oven
  - b. Pocket calculator
  - c. Cell phones
  - d. Walkman



12. If someone has a great memory s/he would make a good:
- a. waiter
  - b. nurse
  - c. writer
  - d. accountant
13. J. K. Rowling wrote her first story when she was:
- a. 5
  - b. 7
  - c. 6
  - d. 8
14. Which one of the following verbs can you pair "anger" with?
- a. Express
  - b. Make
  - c. Give
  - d. Offer
15. Which one of the followings would make this request: "Play your music more quietly"?
- a. Doctor
  - b. Teacher
  - c. Coach
  - d. Neighbor

Mid-West University  
Examinations Management Office  
Surkhet, Nepal  
End-Semester Examination-2080  
Bachelor of Business Administration (BBA)  
Semester - I

Subject: Business English

Course Code: MGT 416/316

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. Change the following wh- questions into indirect questions [5]

- Where is the nearest hospital?
- How much does a taxi to the airport cost?
- Where can I find a good shopping mall?
- Where is the nearest drugstore?
- What is a good place for families with children?

2. Write a conversation for each of the situation that you wish were different. Write two exchanges for each.

Example: My Bedroom

- I wish my bedroom were of a different color. It's not bright enough
- Me, too! I wish I could paint my bedroom bright orange.

Write similar conversation for these situations: my appearance, my possessions, my family, my skills, my friends [5]

3. Write a recipe for a dish that you can prepare well. Use sequence adverbs appropriately. [5]

4. Write one piece of advice for each of the following situations using appropriate different modal verbs. [5]

visas, hotel reservations, vaccinations, money, what to buy and pack

5. Write any Nepali custom related to the following topics, as given in the example [5]

birth, marriage, season, good luck, death

Example – Courtship: When a boy courts a girl, he buys her some gift

6. Make 5 additional conditional clauses with a following consequence, as in the example [5]

Example: If you get a high-paying job, you won't have to work as hard.

Now, continue with: If you don't have to work as hard ....

7. Think about your personal qualities and skills and make 5 sentences about yourself using the following structure: [5]

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

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

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

8. Complete the chart with synonyms from the list under the following categories: Awful, Wonderful, Stupid, Strange [5]

absurd	dumb	marvelous	silly
bizarre	fabulous	odd	terrible
disgusting	fantastic	outstanding	unusual
dreadful	horrible	ridiculous	weird

9. Change the following excuses into reported speech:

Jonna: "I have to baby-sit my nephew tonight"

David: "I may have to work late on Saturday night"

Eva and Randall: "We have to pick someone up at the airport that evening"

Mark: "I'll be studying for a test all weekend"

Anita: "I can't come because I am not feeling well"

[5]

10. You did not submit your assignment in time. Make five excuses

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

Answer any **THREE** questions:

11. Write an email to your friend who is visiting your town or village for the first time. Use appropriate advice structures in your mail [10]
12. Write a job application for any position that you are interested in. Elaborate your skills and personality traits that make you suitable for this job [10]
13. Write a review of a movie that you have watched which is based on a book that you have read. [10]
14. How do you think the developments in information technology is going to affect the future of business? Give some specific examples and details. [10]
15. With the current trend of much of the students going abroad for studies and career, how do you think it will affect the future of Nepal - especially families, business, education, agriculture and demographic composition? Write an essay comparing past, present and future of these issues. [10]

### SECTION D: CASE STUDY (15 MARKS)

16. Read the following case and answer the questions that follow:

When a company communicates its core values with the help of a cartoon amphibian named Core Values Frog, you can guess the company doesn't quite fit the stuffy corporate stereotype. While it is passionately serious about customer satisfaction and employee engagement, the Las Vegas-based online shoe and clothing retailer Zappos doesn't take itself too seriously. In fact, one of the 10 values the frog promotes is "Create fun and a little weirdness."

Fun and a little weirdness can make a workplace more enjoyable, but CEO Tony Hsieh's commitment to employees runs much deeper than that. The company makes frequent reference to "the Zappos Family," and it embraces the ideals of taking care of one another and enjoying time spent together in numerous ways. These activities can range from parades in the workplace and other goofy events to the Wishez program, in which employees can ask one another to fulfill personal wishes, whether lighthearted desires such as getting backstage access at concerts or serious matters such as getting help during tough financial times.

To find employees who will thrive in and protect the unconventional Zappos culture, the company takes an unorthodox path when it comes to recruiting and interviewing. For example, in stark contrast to the companies that refuse to look at videos as part of job application packages, Zappos encourages applicants to send videos of themselves and even provides an upload facility on its website's application page.

The interviewing process is designed to find passionate, free-thinking candidates who fit the culture, from the offbeat antics to the serious commitment to customers and fellow employees. Some of the questions interviewees can expect to encounter include "What was the best mistake you made on the job?" and "On a scale of 1 to 10, how weird are you?"

Speaking of offbeat interviews, the company recently screened software engineering candidates using 30-minute coding challenges, in which the first programmer to solve the problem was "fast-tracked to

„Vegas” for the next round of interviews. Coding contests are not all that unusual for recruiting programmers, but it’s unlikely that many feature an open bar, as the Zappos competition did. A strong customer- and employee-focused culture, a strong commitment to maintaining that culture, and a recruiting strategy that finds the right people for that culture—this relentless focus on doing business the Zappos way keeps paying off. The company continues to grow and continues to be ranked as one of the best places in work in the United States.

**Questions**

- a. How does Zappos recruit its workforce? [3]
- b. What makes Zappos different from other companies? [3]
- c. Do you think a company culture like that of Zappos is possible in Nepalese context? Why or why not? [3]
- d. If you were to run your own business, how will you recruit your staff and run your company? Why? [3]
- e. What kind of recruitment and work culture exist in Nepal and what improvements can be made to the existing culture? [3]

**THE END**