

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

R. No. ....

Subject: Fundamentals of Investment  
Full Marks: 100 Pass Marks: 50

Course Code: MGT 445/345  
Time: 3:00 Hours

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

*Tick the best answers.*

1. The employment of funds with the aim of achieving additional income is known as -----
  - a. speculation.
  - b. gambling.
  - c. investment.
  - d. betting.
2. The market where securities are traded among investors is called.....
  - a. primary market.
  - b. secondary market.
  - c. seasoned market.
  - d. all of the above.
3. NEPSE index is ....
  - a. equally weighted index.
  - b. geometric index.
  - c. price weighted index.
  - d. value weighted index.
4. Financial instruments having a maturity of more than one year are called -----.
  - a. money market instruments.
  - b. derivative market instruments.
  - c. capital market instruments.
  - d. none of these.
5. Change in price of stock does not affect.....in margin purchase (long position).
  - a. equity.
  - b. loan.
  - c. value of securities.
  - d. none of them.
6. .... measures the amount of systematic risk a security has relative to the market.
  - a. Standard deviation.
  - b. Variance.
  - c. Beta.
  - d. Coefficient of variation.
7. Shares of ..... are traded on stock exchange.
  - a. open-end mutual fund
  - b. closed-end mutual fund.
  - c. both a and b.
  - d. none of them.
8. The value of the bond with Rs 1,000 face value, 10 percent coupon rate and 8percent required rate of return is.....
  - a. more than its face value.
  - b. less than its face value.
  - c. equal to its face value.
  - d. none of them.
9. Bonds issued with no coupon are called.....
  - a. junk bonds.
  - b. income bonds.
  - c. zero coupon bonds.
  - d. perpetual bonds.
10. A defensive common stock would have a beta -----
  - a. equal to zero.
  - b. greater than 1.
  - c. equal to 1.
  - d. less than 1.
11. If the dividend of ABC company has grown from Rs 15 per share to the current level of Rs 30 per share over the past five years, the growth rate in dividend is.....
  - a. 14%
  - b. 100%
  - c. 14.87%
  - d. 20%

12. An open-end mutual fund with net assets value per share of Rs 20 and front-end load fee of 3 percent will offer its share at.....
- a. Rs 20.62 per share
  - b. Rs 20 per share
  - c. Rs 19.42 per share
  - d. Rs 19.40 per share
13. If the YTM of the bond changes from 8 percent to 6 percent and modified duration is 3 years, what will be the percentage change in the price of the bond?
- a. -12%
  - b. 12%
  - c. -6%
  - d. 6%
14. Call option gives the holder the right to .....
- a. buy the underlying asset.
  - b. sell the underlying asset.
  - c. both to buy and sell the underlying asset.
  - d. None of these.
15. Which one of the followings is not a derivative instrument?
- a. Options.
  - b. Futures.
  - c. Swaps.
  - d. Stock

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

**Answer any eight questions:**

1. Describe the steps in investment process.
2. Briefly, explain the various derivative instruments.
3. Differentiate closed-end investment company from open-end investment company.
4. Mr. Mohan opens a brokerage account, and purchases 300 shares of SCB at Rs 400 per share. He borrowed Rs 40,000 from his broker to help pay for the purchase. The interest rate on the loan is 8 percent.
  - a. What is the margin in his account when he first purchases the stock? [1.5]
  - b. If the share price falls to Rs 300 per share by the end of the year, what is the remaining margin in his account. [2]
  - c. If the maintenance requirement is 30 percent, will he receive a margin call? [1.5]
5. You are considering two investment alternatives. The first is a stock that pays quarterly dividends of Rs 5 per share and is trading at Rs 270 per share. You expect to sell the stock in 6-months for Rs 290. The second is a stock that pays quarterly dividends of Rs 6 per share and is trading at Rs 290 per share; you expect to sell the stock in one year for Rs 320. Ignoring the time value of money, which stock will provide the better annualized holding period return?
6. Mr. Yug has an option to buy 100 shares of Nabil bank Ltd. at Rs 900 and his option expires on September 30, 2022. He paid Rs 5 per share as option premium for 100 shares. Price of Nabil Bank Ltd. went up to Rs 1,020 in August. He bought 100 shares for Rs 900 and sold them for Rs 1,020 in the secondary market.
  - a. What is the value of option? [2]
  - b. What is his total profit? [1.5]
  - c. What is the rate of return on his investment? [1.5]
7. A bond paying 8 percent coupon rate annually on its Rs 1,000 face value bond has 5 years maturity until maturity and a YTM of 9 percent. Calculate the bond's duration.
8. You are provided the following information for Stock A and Stock B.

	Stock A	Stock B
Expected rate of return	14%	16%
Standard deviation	5%	9%

- a. If you invest 40 percent of your funds in stock A and 60 percent in stock B, what is the expected return on your portfolio?
- b. What is the standard deviation of this portfolio if the returns for the two stocks have perfectly negative correlation?

9. Jawalakhel Company has paid a cash dividend of Rs 20 per share. Investors require a 15 percent return from investments such as this. If the dividend is expected to grow at a steady 5 percent per year, what is the current value of the stock? What will the stock be worth in five years?
10. Explain the basic characteristics of common stock.

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

Answer any three questions:

11. Discuss the Markowitz theory of portfolio management. How does an investor select his/her portfolio under this theory? Explain.
12. What you mean by security market? Describe the various types of security markets.
13. Consider the following information of four stocks:

Stocks	Dec 31, 2021		Dec 31, 2022	
	Price	Number of shares	Price	Number of shares
A	Rs 200	100	Rs 320	100
B	800	2	450	4
C	400	25	420	25

Stock B splits two for one at the beginning of 2022.

- a. Calculate the price weighted index for Dec. 31, 2021. [2]
- b. What will be the value of divisor if stock B splits two for one on at the beginning of 2022? [2]
- c. Calculate the price weighted average for Dec. 31, 2022. [2]
- d. Compute the percentage change in price weighted index in year 2022 as compared to 2021. [1]
- e. Calculate the value weighted index on December 31, 2022 assuming the index of 100 for Dec 31, 2021. [2]
- f. Compute the percentage change in value weighted index in year 2022 as compared to 2021. [1]
14. You have purchased a Rs 1,000 face value bond with 10 years left until maturity for Rs 1,050. The bond has 8 percent annual coupon payment.
- a. What is the current yield on the bond? [2]
- b. What is the yield to maturity of the bond? [4]
- c. If the yield to maturity of the bond is 8 percent one year from now, what will be its price be? [2]
- d. What will be the rate of return for you if you sell the bond at the end of year 1? [2]
15. A year ago, you bought 200 shares of the NMB mutual fund at Rs 8.50 per share. Over the past year, the fund has paid dividends of Rs 0.90 per share and had a capital gains distribution of Rs 0.75 per share.
- a. What is your HPR, given that this no-load fund now has a net assets value of Rs 9.10?
- b. Find the HPR, assuming all dividends and capital gains distributions are reinvested into additional shares of the fund at an average price of Rs 8.75 per share.
- c. If there were a 3 percent load on this fund, what would be the offer price for you at the time of purchase?

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

16. The following table contains returns on Stock A and Stock B for five years

Year	Rate of Return	
	Stock A	Stock B
2018	-5%	26%
2019	5	21
2020	10	17
2021	12	16
2022	28	-8

- a. Calculate the average return on Stock A and Stock B. [1+1]
- b. Calculate the standard deviation of return on Stock A and Stock B. [2.5+2.5]
- c. If an investor forms a portfolio of the two stocks investing 40 percent in Stock A and 60 percent in Stock B, what will be the return of portfolio for each of the 5 years? [2]
- d. Calculate the average return on portfolio over the 5-year period. [2]
- e. How would you characterize the correlation of return of the two assets making up the portfolio identified in part c? [1]
- f. Discuss the benefits of diversification achieved through creation of the portfolio. [1]
- g. Calculate the standard deviation of the portfolio. [2]

**THE END**

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Semester - IV

Subject: E-Commerce  
Full Marks: 100 Pass Marks: 50

R. No. ....  
Course Code: MGT 444/344  
Time: 3:00 Hours

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

Tick the best answers.

1. A security plan begins with a(n) is \_\_\_\_\_.  
a. security policy  
b. risk assessment  
c. implementation plan  
d. security organization
2. The dimension of e-commerce that enables commerce across national boundaries is called \_\_\_\_\_.  
a. interactivity  
b. global reach  
c. richness  
d. ubiquity
3. Digital products are best suited for B2C e-commerce because:  
a. they are commodity like products  
b. they can be mass-customized and personalized  
c. they can be delivered at the time of purchase  
d. all the above
4. Which one of the followings is an example of a portal?  
a. Amazon  
b. E-Bay  
c. Yahoo  
d. Facebook
5. Which one of the followings is a measure of the percentage of purchasers who return to a Web site within a year?  
a. Loyalty  
b. Reach  
c. Recency  
d. Unique visitors
6. The examples of Electronic Fund Transfer (EFT) are .....  
a. various bill payment  
b. wire transfer  
c. direct deposit  
d. automated ledger posting
7. E-wallet .....  
a. secures with password  
b. authenticates the holder's credentials  
c. stores personal information  
d. allows price comparison shopping
8. E-auction is a process of selling products on internet, where the final price of product is defined by  
a. bidders  
b. bankers  
c. ISP providers  
d. none of the above.
9. In pay per click an advertising advertiser pays according to:  
a. space occupied by advertiser  
b. per the user views on Ad  
c. the size of the Ad  
d. per the user clicks on Ad
10. All of the followings are the challenges to online retail except \_\_\_\_\_.  
a. consumer concerns about the security of transactions  
b. consumer concerns about the privacy of personal information given to Web sites  
c. delays in delivery of goods when compared to store shopping  
d. inability to change prices nearly instantly

11. Which one of the followings is an example of C2C?
- a. E-bay
  - b. Amazon.com
  - c. Hamrobzar.com
  - d. All of these
12. .... is an early form of E-commerce.
- a. SCM
  - b. EDI
  - c. BOTH OF THESE
  - d. NONE OF THESE
13. The advantage of smart card is/are ....
- a. biometric security
  - b. proper identification
  - c. fairly cheap and re-usable
  - d. available comes with cash back rewards
14. Online payment system of e-commerce is becoming popular due to:
- a. paperless and secure financial transactions
  - b. its technological dependency
  - c. fixed time services
  - d. all of the above
15. Which one of the followings is not the key element of a business model?
- a. Value proposition
  - b. Competitive advantage
  - c. Market strategy
  - d. Universal standards

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

**Answer any eight questions:**

1. What is PPC campaign management? Explain PPC campaign management process with examples. [1+4]
2. What is debit card? Explain credit card payment process in detail. [1+4]
3. Briefly explain E-auction, its challenges, and benefits. [1+2+2]
4. What is EFT? Explain it in detail. [1+4]
5. What is Just in Time Delivery? Why do you think it is very important in B2B business? [1+4]
6. What is E-commerce? Explain, in detail, difference of e-commerce vs. traditional commerce. [1+4]
7. What do you mean by geo-targeting? Describe its features and benefits. [1+4]
8. Cyber security is becoming as one of the key challenges to Nepalese banking system. Describe how the banking system can overcome this problem. [5]
9. In the present context of Nepal, why do you think multi-channel ECRM can have positive impact on business? Explain. [5]
10. Write short notes on the following: [2.5+2.5]
  - a. Credit Card Transactions
  - b. Key Words

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

**Answer any three questions:**

11. What is smart card? How does SET work while you are doing any online credit card transactions? [2+8]
12. Lamp the consumer shopping procedure on the Internet Products in B2C Model. [10]
13. IS online stock trading beneficial for the customers in B2C model? State its benefits and limitations to the customer in same model. [2+8]
14. In the context of globalization of the technology, describe how the e-commerce can change the transactional process in retail industry. [10]
15. Define online banking. Describe any four prominent features of online banking in Nepal. [2+8]

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

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

The exponential growth of interest of real times short messaging service twitter over a two-year period shows the ways in which social networking e-business technologies can capture the public imagination. What are you doing right now? Can you express yourself in 140 characters? The first prototype of twitter was built by a US team led by Jack Borse in two weeks in March 2006 and was launched publicly in august of 2006. The company was incorporated in 2007. Dorsey was simply interested in learning what his friends were doing, and 'following' their activities. This very application commanded seven million unique visitors at the beginning of 2009, from President Obama with over 6.00.000 followers, to British comedians with 3, 60,000, and becoming part of the wrap and weft of a network society. During the terror attacks in Mumbai in 2008, some 80 tweets every five seconds have been posted from the city, providing eyewitness accounts, pleas for medical assistance and blood donors and updates on casualty numbers. 'Mumbai is not a big city under attack as much as it is social media experiment in action'. The twitter name currently generates over 300m hits on google. Some celebrities even employ a team of people to keep their tweets up to date.

- a. "Twitter is new SMS" Do you agree? [5]
- b. How might the Twitter business model be monetized? [5]
- c. List out the phase to be incorporated in E-Business plan development and explain each in detail. [5]

**THE END**



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

R. No. ....  
Course Code: MGT 443/343  
Time: 3:00 Hours

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

*Tick the best answers.*

1. Employees are guided by...
  - a. code of ethics
  - b. word of ethics
  - c. ethical dilemma
  - d. none of the above
2. Ethics is....
  - a. a part of science
  - b. a part of philosophy
  - c. a part of psychology
  - d. a part of art
3. If human actions are completely determined by ....., it is not free will.
  - a. reason
  - b. moral imperative
  - c. circumstances
  - d. character
4. Values and ethics shape the-
  - a. corporate unity
  - b. corporate discipline
  - c. corporate culture
  - d. corporate differences
5. Most companies begin the process of establishing organizational ethics programs by developing:
  - a. ethics training programs
  - b. codes of conduct
  - c. ethics enforcement mechanisms
  - d. hidden agendas
6. To be successful, business ethics training programs need to:
  - a. focus on personal opinions of employees
  - b. be limited to upper executives
  - c. educate employees on formal ethical frameworks and models of ethical decision making
  - d. promote the use of emotions in making tough ethical decisions
7. People, planet and profit are 3 P's associated with .....,
  - a. green marketing
  - b. sustainable business
  - c. international business
  - d. rural marketing
8. Which one is not the feature of business ethics?
  - a. Code of conduct
  - b. Based on moral and social values
  - c. Voluntary
  - d. Old concept
9. Which one of the following is not one the underlying principle of the corporate governance?
  - a. Penness
  - b. Integrity
  - c. Accountability
  - d. Acceptability

10. The ethical dilemma of choosing between two rights refers to
  - a. choosing between the lesser of two evils
  - b. deciding which of two employee rights is the most important
  - c. deciding to offer a bribe or lose out on an important opportunity
  - d. choosing between the two types of sexual harassment
11. What toxic gas was released during the Bhopal Gas Tragedy?
  - a. Carbon monoxide (CO)
  - b. Methane (CH<sub>4</sub>)
  - c. Methyl Isocyanate (MIC)
  - d. Hydrogen sulfide (H<sub>2</sub>S)
12. How did HP conduct the surveillance in the spying scandal?
  - a. Hacking into competitor's networks
  - b. Monitoring board members' emails
  - c. Planting spyware on customers' computers
  - d. Wiretapping employee phone calls
13. What was the aftermath of the satyam scandal on the company's employees?
  - a. The majority of employees were retained, and the company recovered quickly.
  - b. Most employees lost their jobs, and the company went bankrupt.
  - c. Some employees were implicated in the scam and faced legal consequences.
  - d. The company's workforce remained largely unaffected.
14. How did the Exxon Valdez oil spill affect the local fishing industry?
  - a. It had no significant impact on fishing.
  - b. Fishing was banned in the affected area for several years.
  - c. Fishing licenses were increased to boost the economy.
  - d. The spill led to an increase in fish population in the region.
15. What was the main practice challenged by the government in the United States v. Paramount Pictures case?
  - a. Price fixing
  - b. Vertical integration
  - c. Block booking
  - d. Film piracy

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

*Answer any eight questions:*

1. What are the scopes of business ethics?
2. Explain moral reasoning and its necessity.
3. Explain the importance of TQM in an organization.
4. List the activities that demonstrate poor ethics in workplace.
5. Explain issues of ethics faced by human resource management.
6. Explain the relationship of values and behavior in business.
7. Define values. Explain the types of formation of values.
8. What is corporate compliance, and what factors are to be considered in corporate compliance?
9. What is the role of the Ministry of Commerce and Supply in ensuring corporate compliance?
10. Explain the different rights of the consumer.

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

*Answer any three questions:*

11. What is corporate social responsibility? Elaborate how businesses demonstrate social responsibility towards their stakeholders.
12. Define ethical infrastructure. Explain important factors of developing an ethical infrastructure.
13. Define ethics. Explain the factors affecting for business ethics.
14. What is share value? Explain its advantages.
15. What is organizational value? Explain the relevance of ethics and values in business.

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

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

Bottlers Nepal, the producer of Coca-Cola, Sprite, Fanta and other soft drinks in Nepal has multiple CSR initiatives at its disposal aiming to have a positive environmental and social impact. The company focuses on initiatives to reduce the effects of its operations on the environment, support livelihood opportunities, create a safe and inclusive work environment for its associates and enhance the economic development of communities where it operates.

“We believe that CSR is a long-term approach to business that addresses the needs of communities, people and the company,” says Puneet Varshney, Director of Bottlers Nepal Limited. “We endeavor to grow sustainably and will continue to make significant contributions to the communities in Nepal, through engrossed support of our finances, time and expertise through various community upliftment programs.” The company has prioritized its CSR activities in three key areas of Women Empowerment, WASH and Sustainable Environment along with community support programs.

Women Empowerment: Since April 2013, the company has been conducting the Shopkeeper Training and Resources (STAR) program, a part of the Coca-Cola Company's global campaign to empower five

million women worldwide by 2020. The company has been providing full-day workshops to women retailers at various parts of Nepal to empower women through entrepreneurship for inclusive growth. According to Bottlers Nepal, the program has a goal to empower 10,000 women retailers by 2020 and has already empowered more than 3,000 women retailers throughout the country till date.

**WASH:** Bottlers Nepal is actively working to increase access of students to adequate sanitation facilities in schools. The company started this programs realizing that many schools in the country do not have toilet facilities and only one-fourth of the schools have separate facilities for girls, and this situaation lead to absenteeism or children dropping out of school. More than 17,000 students from 33 schools in Kathmandu, Bhaktapur, Lalitpur and Bhaktapur have benefitted from this campaign till date. The company runs this campaign partnering with some INGO's prioritizing issues such as clean drinking water supply, sports facilities, sanitation, libraries, Green Audit and tree Plantation drives alongside rain water harvesting techniques.

**Sustainable Environment:** The company is one of the partners of Nepal's first PET bottle recollection initiative in Kathmandu. The initiative aims to contribute to a cleaner environment by using a responsible mechanism for collection and disposal of used PET bottles in Nepal. Through this initiative, nearly 300 tones of PET bottles have been collected from Kathmandu and successfully exported to India for recycling and reuse. The company has joined hands with Himalayan Climate Initiative, Coca-Cola Foundation, GIZ, UN Habitat, Practical Action and Ganesha Ecosphere for the "PET Bottle Recycling Social Enterprise", which it hopes will eventually take the form of a self-sustained social enterprise.

**Community support programs:** The Company has also been supporting communities in Kathmandu and Bharatpur where it has its production facilities in line with the company's credence, with programs that address their need for basic necessities such as access to drinking water and health facilities.

**Questions:**

- a. In what areas have Bottlers Nepal been involved in social welfare activities?
- b. "Laws are not enough for the responsible business". Explain the argument based on the given case.
- c. Explain the increasing relevancy of CSR with the reference of the case.

**THE END**

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R. No. ....

Subject: Business Statistics-II  
Full Marks: 100 Pass Marks: 50

Course Code: MGT 442/342  
Time: 3:00 Hours

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

*Tick the best answers.*

1. Sign of the correlation coefficient is positive, then sign of regression coefficients must be.....
  - a. positive
  - b. negative
  - c. positive and negative
  - d. none of the above
2. If regression mean sum of square is 25.228 and error sum of square is 3.245, then calculated value of F is;
  - a. 7.7744
  - b. 8.0123
  - c. 6.803
  - d. 9.803
3. What is the situation that occurs when number of occupied cells in a solution is less than the number of rows plus the number of columns minus one?
  - a. Non-degeneracy
  - b. Balanced
  - c. Degeneracy
  - d. Both a & b
4. Fisher's price index is the ..... of Laspeyres's price index and Paasche's price index.
  - a. A.M.
  - b. G.M.
  - c. H.M.
  - d. all of the above
5. If an index is 100 in 2018, it rises 1% in 2019, then the index number for 2019 is;
  - a. 101
  - b. 110
  - c. 99
  - d. 104
6. Which one formula is correct of Paasche's price index?
  - a.  $\frac{\sum p_1 q_0}{\sum p_0 q_0} \times 100$
  - b.  $\frac{\sum p_1 q_1}{\sum p_0 q_1} \times 100$
  - c.  $\frac{\sum p_1}{\sum p_0} \times 100$
  - d.  $\frac{\sum IW}{\sum W}$
7. The corner points in the graph of L.P. model are called as;
  - a. extreme point
  - b. origin point
  - c. co-ordinate
  - d. none of the above
8. Job allocation based on the efficiency of the workers on one to one basis is;
  - a. transportation problem
  - b. L.P problem
  - c. assignment problem
  - d. all of the above
9. In the balanced type of transportation problem is;
  - a. supply > demand
  - b. supply = demand
  - c. supply ≠ demand
  - d. none of the above

10. A closed plane region bounded by the intersection of finite number of boundary lines is known as;
- a. constraints
  - b. objective functions
  - c. feasible region
  - d. none of the above
11. Two regression lines are passing through their;
- a. mean
  - b. mode
  - c. standard deviation
  - d. median
12. If equation of a trend line of production (y) in thousand tons on the basis of certain yearly time period (x) is  $y = 500 + 24x$ , then monthly increment in the production is;
- a. 3
  - b. 5
  - c. 2
  - d. none of the above
13. The given matrix should be squared; it is the assumption of
- a. transportation problem
  - b. network model
  - c. assignment model
  - d. both a & b
14. Which one of the following techniques is an analysis of the relationship between two variables where one variable is time to help provide the prediction mechanism?
- a. Standard error
  - b. Time series analysis
  - c. Index number
  - d. Regression
15. Periodic time series is known as....
- a. irregular trend
  - b. secular trend
  - c. cyclic trend
  - d. seasonal trend

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

**Answer any eight questions:**

1. On the basis of the given information find the regression coefficient of x on y and y on x :

$$\sum xy = 37560, \sum x^2 = 37028, \sum y^2 = 38132, \sum x = 544, \sum y = 552, N = 8$$

2. An investigator calculates the value of 'r' as 0.787 when the value of 'n' is 8 and concludes that 'r' is significant. Is his conclusion correct? If its conclusion is correct, then determine the limits of population correlation coefficient.
3. An enquiry into budget of middle-class families of Surkhet gives the following information:

Items	Food	Clothing	Rent	Fuel	Misc.
Expenditure (%)	30	10	15	15	30
Price (2012)	450	225	102	550	250
Price (2015)	560	310	200	625	400

If the income of a family in 2012 was 20000, what should be the income of same family in 2015, so that living standard in 2015 would be same as that of 2012?

4. Explain all the components of time series analysis briefly.
5. Estimate the trend values using the method of 4 yearly centered moving averages from the following data:

Year	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004
Value	40	45	50	32	40	60	76	67	66	97	98	90

6. Define consumer's price index..
7. Distinguish between correlation and regression.
8. Solve the following linear problems graphically:  
 Maximize  $Z = 75x + 45y$   
 Subject to the constraints: -  
 $6x + 10y \leq 90$   
 $2x + y \leq 20$  and  $x \geq 0, y \geq 0$
9. A company has to transport its production from three plants to three warehouses. The unit transportation cost is given in the table given below. Determine the initial solution of the transportation problem by VAM method.

Warehouse Plant	$W_1$	$W_2$	$W_3$	Supply
$P_1$	8	10	6	200
$P_2$	7	4	9	160
$P_3$	13	12	8	90
Demand	180	120	150	

10. You are given the information relating to the Car company and car racer for a racing club. The assignment costs are given. Find the optimal assignment.

Car racer	Car company			
	Hundai	Maruti	Ford	Nishan
James	2200	3400	1600	3200
William	1800	1400	2400	2000
David	2600	3200	3000	2400
Joseph	2800	3000	2400	2200

### SECTION C: LONG ANSWER QUESTIONS ( $3 \times 10 = 30$ MARKS)

Answer any three questions:

11. The followings are the partial outputs of the multiple regression with four independent predictors  $X_1$ ,  $X_2$ ,  $X_3$  and  $X_4$  with sample size of 12 observations:

Constant	Coefficients	Standard deviation	t	P - value
	-1.381	13.36046	-0.10	0.921
$X_1$	2.852	1.506682	1.89	0.100
$X_2$	30.285	15.56271	1.95	0.093
$X_3$	-3.713	10.12508	-0.37	0.725
$X_4$	1.72	1.1011665	1.06	0.323

$$R^2 = 0.952$$

- Using the above developed output, determine the best fitting regression equation for these data.
  - What does  $R^2$  measure?
  - If  $X_1 = 1600$ ,  $X_2 = 2$ ,  $X_3 = 3.5$ , and  $X_4 = 7$ , what would be the expected value of  $y$ ?
12. The followings are the data of profit (in lakh) of a company.

Year	2001	2002	2003	2004	2005	2006	2007
Profit (Rs. in lakh)	12	15	23	28	26	30	27

- Fit a straight-line trend using method of least square and hence obtain trend values.



- b. Estimate the likely profit for the year 2008  
 c. What components of time series will assume to be left, if trend is eliminated?
13. From the following data, prove that fisher index number is an ideal index number.

Commodity	2074		2075	
	Price	Quantity	Price	Quantity
A	12	60	10	80
B	13	70	20	70
C	22	50	16	60
D	23	30	12	30
E	26	40	12	36

14. The three technicians have to be assigned three machines. Each technician can operate any machine but one technician can be used in one machine only. The operating cost in rupees required to different technician to different machines are given below:

Technician	Machine		
	A	B	C
Ram	25	31	35
Hari	15	20	24
Shyam	22	19	17

Make the assignment of technicians to the machines in order to minimize the operating cost.

15. Obtain the minimum transportation cost for the following transportation problem.

Source Determination	$S_1$	$S_2$	$S_3$	Units demanded
$W_1$	9	10	10	5
$W_2$	10	14	8	20
$W_3$	13	10	8	20
Units available	20	15	10	45

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

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

Read the following case carefully and answer the questions: A dealer wishes to purchase a number of fans and sewing machines. He has only Rs. 5760 to invest and has space at work for 20 items. A fan costs him Rs. 360 and sewing machine Rs. 240. His expectation is that he can sell a fan at a profit of Rs. 22 and sewing machine at a profit of Rs. 18. Assume that he can sell all the items that he can buy, how should he invest his money in order to maximize his profit ?

- a. Give a mathematical formulation to this LPP.  
 b. Use graphical method to solve the problem.

THE END

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

R. No. ....

Subject: Organizational Behavior  
Full Marks: 100 Pass Marks: 50

Course Code: MGT 341/441  
Time: 3:00 Hours

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

*Tick the best answers.*

1. Which one stage of group development involves the establishment of group norms and cohesiveness?
  - a. Performing
  - b. Adjourning
  - c. Norming
  - d. Forming
2. Under which one of the following leadership styles does a company encourage employees to work independently, provide minimal guidance, and allow freedom in decision-making?
  - a. Laissez-Faire Leadership
  - b. Transactional Leadership
  - c. Transformational Leadership
  - d. Autocratic Leadership
3. What does the term "organizational culture" refer to?
  - a. The physical layout of the organization's office space.
  - b. The collective values, beliefs, and norms that shape employee behavior.
  - c. The financial performance of the organization.
  - d. The hierarchical structure of the organization.
4. According to the Big Five personality traits, which trait is associated with being organized, responsible, and dependable?
  - a. Extraversion.
  - b. Neuroticism.
  - c. Openness to experience.
  - d. Conscientiousness.
5. The process of transforming inputs into outputs through the use of resources is known as:
  - a. Organizational Behavior
  - b. Organizational Culture
  - c. Organizational Development
  - d. Organizational Production
6. Which one of the followings is NOT a component of the Big Five Personality Traits?
  - a. Openness to Experience
  - b. Extraversion
  - c. Emotional Intelligence
  - d. Agreeableness
7. Which one of the followings is a form of nonverbal communication?
  - a. Written memos
  - b. Emails
  - c. Body language
  - d. Phone calls
8. "\_\_\_\_\_ are social inventions for accomplishing goals through group efforts"
  - a. Management
  - b. Organization
  - c. Leadership
  - d. Behavior
9. Which one of the followings is an example of a formal group in an organization?
  - a. A group of colleagues who regularly meet for lunch.
  - b. A cross-functional team formed to complete a specific project.
  - c. A group of employees who play sports together after work.
  - d. A social club organized by employees for recreational activities.

10. What is the term for a collection of individuals who interact with each other, share common goals, and influence each other?
- a. Team.
  - b. Organization.
  - c. Group.
  - d. Committee.
11. Conflict resolution strategies that involve a win-lose approach, where one party's needs and interests prevail over the other, are known as:
- a. collaborative
  - b. compromising
  - c. avoiding
  - d. forcing
12. What is the term for the process of organizing and interpreting sensory information to give it a meaning?
- a. Perception.
  - b. Sensation.
  - c. Cognition.
  - d. Attention.
13. Which one theory of motivation emphasizes that individuals are motivated by the belief that their efforts will lead to good performance, which will then be rewarded?
- a. Expectancy Theory
  - b. Equity Theory
  - c. Two-Factor Theory
  - d. Goal-Setting Theory
14. Which one of the belows has less impact on the determinants of Individual behavior?
- a. Socio-Cultural Factors
  - b. Technological Factors.
  - c. Environmental Factors
  - d. Political Factors
15. The process of acquiring and sharing knowledge, skills, and attitudes to enhance performance in the workplace is known as:
- a. training
  - b. learning
  - c. development
  - d. performance appraisal

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*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 Equity Theory of motivation. How does it influence employees' perceptions of fairness and their motivation levels? Provide real-life examples of how this theory can be observed in the workplace.
2. Define interpersonal and intragroup conflict. Provide the examples of each type of conflict that may arise in a workplace setting.
3. What are the common types of OD intervention?
4. Describe the steps involved in the grievance management process in an organization.
5. What is perception? What are the factors influencing perception?
6. How is individual behavior linked with organizational behavior?
7. Describe Herzberg's Two-Factor theory of motivation. Provide the real-life examples of hygiene factors and motivators that can impact employee motivation in the workplace.
8. Explain the concept of personality traits and their impacts on individual behavior in the workplace.
9. Explain team formation process.
10. Why do employees often resist change within organizations? Discuss the common reasons for resistance and strategies that leaders can use to address and overcome resistance during a change initiative.

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

**Answer any three questions:**

11. Compare and contrast the trait theory and behavioral theory of leadership. How do these theories explain the qualities and behaviors that make an effective leader? Provide the examples of leaders who exemplify each theory.
12. What is motivation? Explain the X&Y motivation theory, with suitable examples.
13. Define organizational stress and explain its impact on employee performance and well-being.
14. Explore the impact of technology on learning and development initiatives in organizations. How can e-learning platforms, webinars, and virtual classrooms be integrated into corporate training programs to improve accessibility and engagement?
15. Define effective communication in the context of organizational behavior. Why is it crucial for the success of an organization? Provide the examples of how effective communication positively impacts workplace dynamics.

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

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

Background:

Famous Marketing Agency is a fast-paced company known for its innovative marketing campaigns. The marketing team comprises creative designers, content writers, and digital marketers. Recently, a conflict arose between two team members, Sarah and Alex.

Case Scenario:

Kaisa is a content writer who prioritizes quality and attention to detail. She prefers to work methodically

and focuses on crafting compelling narratives for marketing materials. On the other hand, Alen is a digital marketer who values speed and agility. He believes in adapting quickly to market trends and implementing strategies without extensive planning.

Their conflicting work styles have resulted in disagreements over project timelines and content direction. Sarah feels that Alex rushes into campaigns without sufficient preparation, compromising the quality of her content. Alex, on the other hand, finds Sarah's meticulous approach slow and believes it hampers the team's ability to respond promptly to market opportunities.

The conflict has caused tension within the team and hindered collaboration on critical projects.

**Questions:**

- a. Identify the main sources of conflict between Sarah and Alex. How do their differing work styles and priorities contribute to the conflict?
- b. Assess the impact of the conflict on the marketing team's performance and collaboration. How might the unresolved conflict affect the team's ability to deliver successful marketing campaigns?
- c. Propose two conflict resolution strategies that the team manager can implement to address the conflict between Sarah and Alex. How can the manager facilitate open communication and foster mutual understanding between the team members?

**THE END**