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ISLAMIC UNIVERSITY OF TECHNOLOGY (IUT)
ORGANISATION OF ISLAMIC COOPERATION (OIC)

DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Mid-Semester Examination

Summer Semester, A. Y. 2018-2019

Course No. : BTM 4201

Time : 1.5 hours

Course Title : Financial Accounting II

Full Marks : 75

There are **4 (four)** questions. Answer **any 3 (three)** questions. All questions carry equal marks. Marks in the margin indicate full marks. Do not write on this question paper.

1. a) Discuss the advantages and disadvantages of the partnership form of organization. 5
- b) MLC Company is liquidated when its ledger shows the following assets, liabilities, and owners' equity accounts. 20

Assets		Liabilities and Owners' Equity	
Cash	\$ 5,000	Notes payable	\$15,000
Accounts receivable	15,000	Accounts payable	16,000
Inventory	18,000	Moe, Capital	15,000
Equipment	35,000	Larry, Capital	17,800
Accumulated depreciation— equipment	<u>(8,000)</u>	Curly, Capital	<u>1,200</u>
	<u>\$65,000</u>		<u>\$65,000</u>

The partners of MLC Company agree to liquidate the partnership on the basis of following terms:

- i) The partnership will sell its noncash assets to Jackson Enterprises for \$75,000 cash.
ii) The Income Ratios of the partners are 3: 2: 1, respectively.

Required:

Prepare Journal Entries for the Liquidation of MLC Company.

2. a) Explain the following terms: 5
- i) Preferred Stock
- ii) Stated Value
- b) Sony Corporation was organized on January 1, 2010. It is authorized to issue 10,000 20 shares of 8%, **\$100 par value preferred stock**, and 500,000 shares of no-par **common stock** with a **stated value** of **\$2 per share**. The following stock transactions were completed during the first year.

January 10:	Issued 80,000 shares of common stock for cash at \$4 per share.
March 1:	Issued 5,000 shares of preferred stock for cash at \$105 per share.
April 1:	Issued 24,000 shares of common stock for land. The asking price of the land was \$90,000. The fair market value of the land was \$85,000.
May 1:	Issued 80,000 shares of common stock for cash at \$4.50 per share.
August 1:	Issued 10,000 shares of common stock to attorneys in payment of their bill of \$30,000 for services provided in helping the company organize.
September 1:	Issued 10,000 shares of common stock for cash at \$5 per share.
November 1:	Issued 1,000 shares of preferred stock for cash at \$109 per share.
November 30:	Issued 10,000 shares of common stock for cash at \$3 per share.
December 1:	Purchased 10,000 shares of common stock for the treasury at \$9 per share.
December 31:	Sold 4,000 shares of the treasury stock purchased at December 1 at \$10 per share.

Required:

Prepare the journal entries for the above transactions.

- 3. a) What are the reasons of the difference in the balance of the cash book and pass book? 9
- b) What is overdraft balance? Which column in the Bank Reconciliation Statement shows overdraft balance as the starting point? 5
- c) Bank Pass book of Cloud Industries showed a credit balance of \$27,350 on July 31, 2018. The following differences were found on that date between the cash book and the pass book: 11
 - i) Cheques issued before July 31, 2018, amounting to \$19,000 had not been presented for payment.
 - ii) Two cheques of \$5,000 and \$3,500 were deposited into bank on July 31, but the bank gives credit for the same in August.
 - iii) Insurance premium directly paid by bank \$5,000.
 - iv) Bank charges debited by Bank \$400.
 - v) \$2,000 wrongly debited to the firm account by the bank.

Required:

Prepare a Bank Reconciliation Statement as on July 31, 2018.

4. a) Which factors are involved in estimating the of service life of an asset? 3
- b) Mike Company purchased equipment for \$212,000 on October 1, 2012. It is estimated that the equipment will have a useful life of 8 years and a salvage value of \$12,000. Estimated production is 40,000 units and estimated working hours are 20,000. During 2012, Mike uses the equipment for 525 hours and the equipment produces 1,000 units. 14
- Required:**
 Compute depreciation expense under each of the following methods. Mike is on a calendar-year basis ending December 31.
- Straight-line method for 2012.
 - Activity method (units of output) for 2012.
 - Activity method (working hours) for 2012.
 - Sum-of-the-years'-digits method for 2014.
 - Double-declining-balance method for 2013.
- c) Presented below is the information related to Herman Manufacturing Corporation. 8

Machine	Cost	Estimated Salvage Value	Estimated Life (in years)
A	\$40,500	\$5,500	10
B	33,600	4,800	9
C	36,000	3,600	8
D	19,000	1,500	7
E	23,500	2,500	6

Required:

- Compute the Composite Depreciation Rate per year to be applied to the machines under the composite method.
- How many years (Composite Life) will it take to depreciate these machines?

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DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT (BTM)

Mid-Semester Examination	Summer Semester, A.Y. 2018-2019
Course No. : BTM 4205	Time : 1.5 Hours
Course Title : Principles of Marketing	Full Marks : 75

There are **4 (Four)** questions. Answer **any 3 (Three)** questions. All questions carry equal marks. Marks in the margin indicate full marks. Do not write on this question paper.

1. (a) Compare and contrast customer needs, wants and demands. Describe the need versus the want for the following products: Mountain Dew, Nike Shoes, and Samsung Mobile Phone. 07
- (b) Discuss the five different marketing management orientations. Which orientation do you believe Apple follows when marketing products such as the iPhone and iPad? Explain. 10
- (c) The company can classify customers into four groups according to their potential profitability and projected loyalty. Discuss customer relationship group with appropriate figure and relevant examples. 08
2. (a) Define each of the four Ps. What insights might a firm gain by considering four Cs rather than four Ps? 05
- (b) What is business portfolio analysis? How will you perform current business portfolio analysis of "Jamuna Group" using BCG growth-share matrix? Describe. 10
- (c) Name and describe the four product/market expansion grid strategies. KFC is now rolling out a new Kentucky Grilled Chicken line to add to its traditional fried chicken lineup. Which growth strategy does it represent and how? 10
3. (a) What is marketing environment? Describe the elements of a company's microenvironment and give an example illustrating why is each important? 13
- (b) List some of the demographic trends of interest to marketers in Bangladesh and discuss with real life examples whether these trends pose opportunities or threats for marketers. 07
- (c) Explain the difference between primary data and secondary data. What qualities are necessary for secondary data to be usable? 05

4. (a) Describe the types of consumer buying behavior. Which one would you most likely to use for deciding on a laptop computer purchase and which one for picking a restaurant for dinner? 10
- (b) What product characteristics influence an innovation's rate of adoption? Discuss the characteristics of mobile navigation systems in relation to the rate of adoption. 06
- (c) What is buying center? Describe about the participants in business buying process along with their roles. 09

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DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT (BTM)

Mid-Semester Examination

Summer Semester, A.Y. 2018-2019

Course No. : BTM 4207

Time : 4.5 Hours

Course Title : Organizational Behavior

Full Marks : 75

There are **4 (Four)** questions. Answer **any 3 (Three)** questions. All questions carry equal marks. Marks in the margin indicate full marks. Do not write on this question paper.

1. a) Define organizational behavior (OB). Why is studying OB important for the students of BTM? Discuss. 10
- b) Briefly discuss the Frederik's W. Taylor and Max Weber's scientific management theories. 15
2. a) Define conflict. What are the facts related to conflict? Briefly discuss the feature of conflict and negotiation. 12
- b) Briefly discuss the goal conflict and role conflict. 13
3. a) Briefly discuss the conflict resolution process in any production enterprise. 12
- b) Discuss in brief the conflict resolution techniques with examples from your own society. 13
4. a) Define organizational change. How to manage organizational change? What are the forces of organizational change? 12
- b) What do you mean by planned change in a garment industry? Discuss the resistance and sources of organizational change. 13

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DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Mid-Semester Examination

Summer Semester, A. Y. 2018-2019

Course No. : BTM 4209

Time : 1.5 Hours

Course Title : Micro Economics

Full Marks : 75

There are **4 (four)** questions. Answer any **3 (three)** questions. All questions carry equal marks. Marks in the margin indicate full marks. Programmable calculators are not allowed. Do not write on this question paper.

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1. a) Explain the importance of studying economics to an engineer friend of yours highlighting the need of understanding opportunity cost, law of marginal utility, perfect market hypothesis, global view and as a learned civilian. 15
- b) The rent for apartments in New York City has been rising sharply. Demand for apartments in New York City has been rising sharply as well. This is hard to explain because the law of demand says that higher prices should lead to lower demand. Do you agree or disagree? Explain your answer. 10
2. a) Explain how each of the following situations would affect a nation's production possibilities curve. 10
- i. A technological innovation allows the nation to more efficiently convert solar energy into electricity.
 - ii. A prolonged recession increases the number of unemployed workers in the nation.
 - iii. A category 5 hurricane destroys over 40 percent of the nation's productive capacity.
 - iv. The quality of education in the nation's colleges and universities improves greatly.
 - v. The nation passes a law requiring all employers to give their employees 16 weeks of paid vacation each year. Prior to this law, employers were not legally required to give employees any paid vacation time.
- b) Consider what would happen if a tariff of \$2000 were imposed on imported automobiles. Show the impact of this tariff on the supply and the demand, and on the equilibrium price and quantity, of American automobiles. Explain why American auto companies and autoworkers often support import restraints on automobiles. 7
- c) Why is it wrong to say, "Utility is maximized when the marginal utilities of all goods are exactly equal"? Correct the statement and explain. 8

3. a) Each week, Tom buys two hamburgers at \$2 each, eight cokes at \$0.50 each, and eight slices of pizza at \$1 each, but he buys no hot dogs at \$1.50 each. What can you deduce about Tom's marginal utility for each of the four goods? 8
- b) "Lincoln freed the slaves. With one pen stroke he destroyed much of the capital the South had accumulated over the years." Comment. 9
- c) Assume that Econoland produces haircuts and shirts with inputs of labor. Econoland has 1000 hours of labor available. A haircut requires $\frac{1}{2}$ hour of labor, while a shirt requires 5 hours of labor. Construct Econoland's production-possibility frontier. 8
4. a) One of the scarce resources that constrain our behavior is time. Each of us has only 24 hours in a day. How do you go about allocating your time in a given day among competing alternatives? How do you go about weighing the alternatives? Once you choose a most important use of time, why do you not spend all your time on it? Use the notion of opportunity cost in your answer. 10
- b) Consider the following problem: After your 8 hours a day of sleep, you have 16 hours a day to divide between leisure and study. Let leisure hours be the X variable and study hours be the Y variable. Plot the straight-line relationship between all combinations of X and Y on a blank piece of graph paper. Be careful to label the axes and mark the origin. 8
- c) Explain why the price in competitive markets settles down at the equilibrium intersection of supply and demand. Explain what happens if the market price starts out too high or too low. Use a hypothetical graph. 7

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Mid-Semester Examination

Summer Semester, A. Y. 2018-2019

Course No. : BTM 4401

Time : 1.5 Hours

Course Title : Legal Environment of Business

Full Marks : 75

There are **4 (four)** questions. Answer any **3 (three)** questions. All questions carry equal marks. Marks in the margin indicate full marks. Do not write on this question paper.

1. a) What is the meaning of Legal System? Describe the major forms of legal systems. 10
- b) What should be the essential features of a legal system? Enumerate the reasons for studying the course Legal Environment of Business. 10
- c) How do business organizations adapt themselves with the dynamic and complex environment of business? 5
2. a) What is a contract? Which elements will you consider to test the existence of a contract? 10
- b) What is consideration in contract? No consideration no contract. This is the general rule regarding consideration. Is there any exception to this rule? If so, explain those situations. 10
- c) Z Ahmed entered into a contract with an attorney to provide legal services for the next five years for a consideration of Tk. 10,000 per year as the legal service fees. After second year of the agreement, the attorney refused to provide any legal services but he was given the legal fees in advance. Although there was no written agreement between them, what result could he expect if Mr. Z Ahmed sues against the attorney? 5
3. a) In real life, one person can present only in one place at a point of time. But in business, a business person has to deal with multiple parties in different places simultaneously. Which legal matters help the business persons to do these multitasking jobs in different places? How is it possible? 10
- b) How can you create an agency relationship? When is a principal bound by the unauthorized acts of his or her agent? 10
- c) Assume that an insurance company has fired a life insurance salesman who worked for the company for 15 years in a rural community. It does not notify the community at large or any of its former customers that this agent no longer works for it. The agent keeps his rate book, life insurance policies, and other documentation that he received from the insurance company. Three weeks after being fired, he sells TK. 100,000 term

life insurance policy to a former customer. Is the insurance company bound by the agent's action?

- 4. a) How would you test the existence of a partnership business firm? Who can be the partners in a partnership firm? Can a minor become the partner of a partnership firm? 10
- b) Explain the Doctrine of Implied Authority of a partner. Under what conditions this implied authority of the partners cannot be applied? 10
- c) State the modes of the dissolutions of partnership firms. 5

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DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Mid-Semester Examination

Course No. : BTM 4403

Course Title : Macro Economics

Summer Semester, A. Y. 2018-2019

Time : 1.5 Hours

Full Marks : 75

There are **4 (four)** questions. Answer any **3 (three)** questions. All questions carry equal marks. Marks in the margin indicate full marks. Programmable calculators are not allowed. Do not write on this question paper.

1. a) Which of the following statements are examples of positive economic analysis? Which are examples of normative analysis? 5
 - i. The inheritance tax should be repealed because it is unfair.
 - ii. The first priorities of the new regime in the Democratic Republic of Congo (DRC, formerly Zaire) should be to rebuild schools and highways and to provide basic health care.
- b) Explain the Mankiw's ten principles of macroeconomics. 20
2. a) During the Revolutionary War, the American colonies could not raise enough tax revenue to fully fund the war effort. To make up the difference, the colonies decided to print more money. Printing money to cover expenditures is sometimes referred to as an "inflation tax." 5
Who is paying tax when more money is printed? Why?
- b) If the government doubles the tax on gasoline, can you be sure that revenue from the gasoline tax will rise? Can you be sure that the deadweight loss from the gasoline tax will rise? Explain. 10
- c) How does the elasticity of supply and demand affect the deadweight loss of a tax? Why do they have this effect? 10
3. a) What two things does GDP measure? How can it measure two things at once? 5
- b) Define real GDP and nominal GDP. Which is a better measure of economic well-being? Why? 5
- c) Draw the supply and demand curves for cookies. If the government imposes a tax on cookies, show what happens to the price paid by buyers, the price received by sellers, and the quantity of cookies sold. In your diagram, show the deadweight loss from the tax. Explain the meaning of the deadweight loss. 10
- d) Draw a demand curve for turkey. In your diagram, show a price of turkey and the consumer surplus at that price. Explain in words what this consumer surplus measures. 5

4. a) The country Autarka does not allow international trade. In Autarka, you can buy a wool suit for 3 ounces of gold. Meanwhile, in neighboring countries, you can buy the same suit for 2 ounces of gold. If Autarka were to allow free trade, would it import or export wool suits? Why? 8
- b) The textile industry of Autarka advocates a ban on the import of wool suits. Describe five arguments its lobbyists might make. Give a response to each of these arguments. 10
- c) Explain briefly what the consumer price index (CPI) measures and how it is constructed. Identify one reason why the CPI is an imperfect measure of the cost of living. 7

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BBA in TM, 4th Sem.

Date: August 22, 2019 (Afternoon)

ISLAMIC UNIVERSITY OF TECHNOLOGY (IUT)
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DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Mid-Semester Examination
Course No. : Math 4461
Course Title : Business Statistics

Summer Semester, A.Y. 2018-2019
Time : 1.5 Hours
Full Marks : 75

There are 4 (Four) questions. Answer any 3 (Three) questions. All questions carry equal marks. Marks in the margin indicate full marks. Do not write on this question paper. Programmable calculators are not allowed.

1. a) "Data can be classified according to levels of measurement. The level of measurement of the data dictates the calculations that can be done to summarize and present the data. It will also determine the statistical tests that should be performed."-Based on this statement discuss about different levels of measurement along with their characteristics, applications and relevant examples. 12
- b) DeCenzo Beverage Company has been serving a cola drink with an additional flavoring, Cola-Plus, that is very popular among its customers. The company is interested in customer preferences for Cola-Plus versus Coca-Cola, Pepsi, and a lemon lime beverage. They ask 100 randomly sampled customers to take a taste test and select the beverage they preferred most. The results are shown in the following table: 06

Beverage	Number
Cola-Plus	40
Coca-Cola	25
Pepsi	20
Lemon-Lime	15
Total	100

- i. Is the data qualitative or quantitative? Why?
- ii. Develop a bar chart to depict the information.
- iii. Develop a pie chart using the relative frequencies.

- c) A sample of the hourly wages of 15 employees at Home Depot in Brunswick, Georgia, was organized into the following table. 07

Hourly Wages (TK)	Number of Employees
8 up to 10	3
10 up to 12	7
12 up to 14	4
14 up to 16	1

- i. What is the table called?
- ii. Develop a cumulative frequency distribution and portray the distribution in a cumulative frequency polygon.
- iii. On the basis of the cumulative frequency polygon, how many employees earn \$11 an hour or less? Half of the employees earn an hourly wage of how much or more? Four employees earn how much?

2. a) Discuss about different properties of arithmetic mean. 05
- b) Standard deviation of a particular distribution of data can be interpreted using Chebyshev's Theorem and Empirical rule. How would you interpret standard deviation using Chebyshev's Theorem and Empirical rule? Discuss. 05

- c) i. The return on investment earned by Atkins Construction Company for four successive years were: 30 percent, 20 percent, 40 percent, and 200 percent. What is the geometric mean rate of return on investment? 06
- ii. During the decade of the 1990s, and into the 2009s, Las Vegas, Nevada, was the fastest-growing city in the United States. The population increased from 258,295 in 1990 to 607,876 in 2009. What is the average annual percentage increase?

- d) The chart below shows the number of cappuccinos sold at the Starbucks in the Orange County airport and the Ontario, California, airport between 4 and 5 P.M. for a sample of five days in last month. 09

California Airport	
Orange Country	Ontario
20	20
40	45
50	50
60	55
80	80

Determine the mean, median, range, and mean standard deviation for each location. Comment on the similarities and differences in these measures.

3. a) Listed below are the commissions earned last month by a sample of 15 brokers at Salomon Smith Barney's Oakland, California office. Salomon Smith Barney is an investment company with offices located throughout the United States. 15

2,038	1,758	1,721	1,637	2,097	2,047	2,205	1,787
2,287	1,940	2,311	2,054	2,406	1,471	1,460	.

- i. Locate the median, the first quartile, and the third quartile for the commissions earned.
- ii. Draw a box plot on the basis of information given above. Comment on the shape of the distribution.
- iii. Determine whether there is any outlier in this distribution of data.

- b) Following are the earnings per share for a sample of 15 software companies for the year 2010. The earnings per share are arranged from smallest to largest. 10

0.09	0.13	0.41	0.51	1.12	1.20	1.49	3.18
3.50	6.36	7.83	8.92	10.13	12.99	16.40	

Compute the mean, median, and standard deviation. Find the coefficient of skewness using Pearson's estimate. What is your conclusion regarding the shape of the distribution?

4. a) Describe four requirements for Binomial probability distributions with examples. 04

- b) A manufacturer of DVD players purchases a particular microchip, called the LS-24, from three suppliers: Hall Electronics, Schuller Sales, and Crawford Components. Thirty percent of the LS-24 chips are purchased from Hall Electronics, 20 percent from Schuller Sales, and the remaining 50 percent from Crawford Components. The manufacturer has extensive histories on the three suppliers and knows that 3 percent of the LS-24 chips from Hall Electronics are defective, 5 percent of chips from Schuller Sales are defective, and 4 percent of the chips purchased from Crawford Components are defective. When the LS-24 chips arrive at the manufacturer, they are placed directly in a bin and not inspected or otherwise identified by supplier. A worker selects a chip for installation in a DVD player and finds it defective. What is the probability that it was manufactured by Hall Electronics? 06

- c) John Ragsdale sells new cars for Pelican Ford. John usually sells the largest number of cars on Saturday. He has developed the following probability distribution for the number of cars he expects to sell on a particular Saturday. 08

Number of Cars Sold	Probability
0	0.10
1	0.20
2	0.30
3	0.30
4	0.10
Total=	1.00

- i. What type of distribution is this?
 - ii. On a typical Saturday, how many cars does John expect to sell?
 - iii. What is the variance of the distribution?
- d) A study by the Illinois Department of Transportation concluded that 76.2 percent of front seat occupants used seat belts. That means that both occupants of the front seat were using their seat belts. Suppose we decide to compare that information with current usage. We select a sample of 12 vehicles. 07
- i. What is the probability the front seat occupants in exactly 7 of the 12 vehicles selected are wearing seat belts?
 - ii. What is the probability the front seat occupants in at least 7 of the 12 vehicles are wearing seat belts?