ISLAMIC UNIVERSITY OF TECHNOLOGY (IUT)
ORGANISATION OF ISLAMIC COOPERATION (OIC)
DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Mid-Semester Examination

Course No.   : BTM 4101

Course Title   : Principles of Management

Winter Semester, A. Y.2017-2018
Time   : 90 Minutes
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) How do managers combine and coordinate the various kinds of resources in an organization?   8

   b) How do managers acquire the skills which are necessary to blend the science and arts of management to become a successful manager?   7

   c) "Management is both a science and an art". Recall an interaction you have had with a "superior" (i.e., manager, teacher, group leader). In that interaction, how did the superior use science? If he or she did not use science what could have been done to use science?   10

2. a) Why is the study of management theory important for the students of BTM? Discuss.   5

   b) Discuss the system approach and contingency approach of management and explain their potential for integrating other areas of management.   5

   c) Identify the stages of Maslow's need hierarchy theory for improving human relations movement of an organization. What should organizations do for their employees to provide safety needs?   8

   d) Douglas McGregor has pointed out two sharply opposite concepts of management styles for the motivation of human behavior in his book "The human side of the enterprise". Compare the assumptions of his theory.   7

3. a) Identify the linkages between the dimensions of the general environment and dimensions of the task environment of an organization. Discuss with example.   8

   b) Briefly discuss Porter's five competitive forces with examples.   7

   c) How do environments affect an organization with environmental change, complexity and uncertainty? Give an example.   10

4. a) Define managerial ethics. Elaborate the three areas of ethical concern for managers.   10

   b) Since 2000 a number of corporate scandals have been brought to light. Many organizations responded by, for example, appointing a chief ethics officer, beginning an ethics training program for workers and writing a formal code of ethics. In your opinion, are these measures likely to increase organizational ethics in the long run? If so, explain.   10

   c) Why is ethical environment important for organizational performance?   5

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DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Mid-Semester Examination   Winter Semester, A. Y. 2017-2018
Course No.   : BTM 4103   Time   : 90 Minutes
Course Title : Financial Accounting I   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) "Bookkeeping and accounting are the same." Do you agree? Explain.   5

    b) Can a business enter into a transaction in which only the left side of the basic   5
        accounting equation is affected? If so, give an example.

    c) "The photographic analogy for a balance sheet is a snapshot, and for the income   5
        statement and the statement of cash flows it is a motion picture." Explain.

    d) Rifat is opening a restaurant but he does not know what business form it should   10
        take. What can you tell him about the advantages and disadvantages of operating
        as a partnership versus a corporation?

2. a) Briefly describe an accounting scandal that you know. How proper accounting   5
        practices can be useful for preventing such crisis?

    b) "The terms debit and credit mean increase and decrease, respectively." Do you   5
        agree? Explain.

    c) Emily Valley is a licensed dentist. During the first month of the operation of her 15
        business, the following events and transactions occurred.
        April 1 Invested $20,000 cash in her business.
            2   Paid office rent for the month $1,100.
            3   Purchased dental supplies on account from Dazzle Company $4,000.
            10 Performed dental services and billed insurance companies $5,100.
            11 Received $1,000 cash advance from Leah Mataruka for an implant.
            20 Received $2,100 cash for services performed from Michael Santos.
            30 Paid secretary-receptionist for the month $2,800.
            30 Paid $2,400 to Dazzle for accounts payable due.
        Emily uses the following chart of accounts: No. 101 Cash, No. 112 Accounts
        Receivable, No. 126 Supplies, No. 201 Accounts Payable, No. 209 Unearned
        Service Revenue, No. 301 Owner's Capital, No. 400 Service Revenue, No. 726
        Salaries and Wages Expense, and No. 729 Rent Expense.
        Instructions:
            i.   Journalize the transactions.
            ii.   Post to the ledger accounts.
            iii. Prepare a trial balance on April 30, 2017.

3. a) Is 'Dividends Declared' considered an asset, liability, or stockholders' equity   7
    account? Is it a permanent or temporary account? Does it normally have a debit or
    credit balance?

    b) Jaworski's Ski Store is completing the accounting process for its first year ended   18
    December 31, 2010. The transactions during 2010 have been journalized and
    posted. The following data are available to determine adjusting journal entries:

    i.   The unadjusted balance in Office Supplies was $850 at December 31,
         2010. The unadjusted balance in Supplies Expense was $0 at December
         31, 2010. A year-end count showed $100 of supplies on hand.
    ii. Wages earned by employees during December 2010, unpaid and
         unrecorded at December 31, 2010, amounted to $3,700. The last
         paychecks were issued December 28; the next payments will be made on
         January 6, 2011. The unadjusted balance in Wages Expense was $40,000
         at December 31, 2010.
    iii. A portion of the store's basement is now being rented for $1,100 per month
         to K. Frey. On November 1, 2010, the store collected six months' rent in
         advance from Frey in the amount of $6,600. It was credited in full to
         Unearned Rent Revenue when collected. The unadjusted balance in Rent
         Revenue was $0 at December 31, 2010.
    iv. The store purchased delivery equipment at the beginning of the year. The
         estimated depreciation for 2010 is $3,000, although none has been
         recorded yet.
    v.   On December 31, 2010, the unadjusted balance in Prepaid Insurance was
         $4,800. This was the amount paid in the middle of the year for a two-year
         insurance policy with coverage beginning on July 1, 2010. The unadjusted
         balance in Insurance Expense was $800, which was the cost of insurance
         from January 1 to June 30, 2010.
    vi. Jaworski's store did some ski repair work for Frey. At the end of December
         31, 2010, Frey had not paid for work completed amounting to $750. This
         amount has not yet been recorded as Repair Shop Revenue. Collection is
         expected during January 2011.

Required:
Earlier in 2010, Jaworski's store had already provided, recorded, and collected
cash for $5,000 of repair services for other customers.

Required 1: For each of the items listed above, indicate the account names and
adjusted balances that should be reported on Jaworski's year-end balance sheet
and income statement.
Required 2: For each situation, prepare the adjusting journal entry that should be
recorded for Jaworski's at December 31, 2010.

4. a)   Define accounting.   3

    b)   How do correcting entries differ from adjusting entries?   4

    c)   DIXON COMPANY   18
                                    Worksheet
                          For the Month Ended June 30, 2017
                                  Trial Balance

Account Titles	Dr.	Cr.
Cash	$2,320	
Accounts Receivable	2,440	
Supplies	1,880	
Accounts Payable		$1,120
Unearned Service Revenue		240
Owner's Capital		3,600
Service Revenue		2,400
Salaries and Wages Expense	560	
Miscellaneous Expense	160	

Other data:
  i.   A physical count reveals $500 of supplies on hand.
  ii. $100 of the unearned revenue is still unearned at month-end.
  iii. Accrued salaries are $210.

Instructions:

Instruction 1: Enter the trial balance on a worksheet and complete the worksheet.
Instruction 2: Prepare closing entries.

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. The Symbols have their usual meaning.

1. a) Solve each of the following inequalities and illustrate them on a number line.   12
   $(i) x^2 - 6x + 5 < 0$; $(ii) x^2 + x - 12 > 0$.

   b) One leg of a right triangle is 2 inches longer than the other. How long should the   13 shorter leg be to ensure that the area of the triangle is greater than or equal to 4 inches?

2. a) Market research indicates that consumers will buy x thousand units of a particular   13 kind of coffee maker when the unit price is $p = -0.27x + 51$ dollars. The cost of

   producing the x thousand units is $C(x) = 2.23x^2 + 3.5x + 85$ thousand dollars.
   - (i) What are the revenue function R(x) and profit function P(x) for this production process?
   - (ii) For what value/s of x is production of the coffee maker profitable?

   b) An environmental study of a certain community reveals that the average daily level   12 of carbon monoxide in the air will be $c(p) = 0.5p + 1$ parts per million when the population is p thousand. It is estimated that t years from now the population of the community will be $p(t) = 10 + 0.1t^2$ thousand.
   - (i) Express the level of carbon monoxide in the air as a function of time.
   - (ii) When will the carbon monoxide level reach 6.8 parts per million?

3. a) Transform the equation $x^2 - 3y^2 + 4x + 6y = 0$ to parallel axes through the point   12 $(-2, 1)$.

   b) Transform the equation $x^2 - y^2 - 2\sqrt{2}x - 10\sqrt{2}y + 2 = 0$ when the axes are turned   13

   through $\dfrac{\pi}{4}$, the axes of coordinates being rectangular.

4. a) A manufacturer can produce blank videotapes at a cost of $2 per cassette. The   14 cassettes have been selling for $5 a piece. Consumers have been buying 4000 cassettes a month. The manufacturer is planning to raise the price of the cassettes and estimates that for each dollar increase in the price, 400 fewer cassettes will be sold each month.
   - (i) Express the manufacturer's monthly profit as a function of the price at which the cassettes are sold.
   - (ii) Sketch the graph of the profit function. What price corresponds to maximum profit? What is the maximum profit?

   b) The highway department is planning to build a picnic area for motorists along a   11 major highway. It is to be rectangular with an area of 5,000 square yards and is to be fenced off on the three sides not adjacent to the highway. Express the number of yards of fencing required as a function of the length of the unfenced side.

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

Mid-Semester Examination
Course No.   : HUM 4161
Course Title : Sociology

Winter Semester, A. Y. 2017-2018
Time   : 90 Minutes
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) 'Sociology is the scientific study of human society.' Elaborate the statement in the context of sociological imagination and definition.   15

   b) Why is the study of sociology important for the students of BTM? Discuss.   10

2. a) Briefly discuss the nature of sociology with examples.   12

   b) Critically discuss the subject matter of sociology with examples.   13

3. a) Elaborate the concepts of society, social structure, social status, ascribed status, master status, social role, role strain, role conflict, social group and primary group.   13

   b) Define social stratification and social class. What is the basis of social class? What are the indicators of social class?   12

4. a) How social class and social stratification evolved in Bangladesh society? Discuss from both the urban and rural perspectives.   13

   b) Define gender. What do you mean by gender equality? Why is the question of gender equality? Elaborate gender empowerment in the context of Bangladesh society.   12

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DEPARTMENT OF BUSINESS AND TECHNOLOGY MANAGEMENT

Mid-Semester Examination   Winter Semester, A. Y. 2017-2018
Course No.   : HUM 4163   Time   : 90 Minutes
Course Title : Business English   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) Read the following paragraph. Write the topic sentence, supporting details and minoring details. **7**

   A computer is a useful tool for school work. Computers make it very easy to keep notes and write up school projects. Reference books on computer make it convenient for children to research their school projects. In addition, one can conduct research on any subject staying at home. Children can do all this work independently, without asking parents to take them to the library or buy expensive reference books for them.

   b) Read the following paragraph. Write the topic sentence and supporting details. **6**

   Today, it is not too difficult to find out which programs are on TV at any given time. Most newspapers publish a schedule on TV programs every day. Also, anyone who watches TV regularly knows which programs he/she likes and which he/she doesn't like. He/she knows what kinds of programs each different channels tend to have. It is easy for everyone to avoid violent programs if they want.

   c) Complete the second sentence to make recommendations in a formal way. **7**

      i.   We should organize an interview.
            Perhaps we could consider _____.
      ii.   We should prepare questions for the interview.
            It would be advisable _____.
      iii. We should invite all students.
            I would recommend _____.
      iv.   We should use a microphone for the interview.
            Perhaps we could consider _____.
      v.   We should choose representative from each class.
            It would be advisable _____.
      vi.   We should print the book professionally.
            Perhaps we could consider _____.
      vii. We should give students adequate time to prepare their contributions.
            I would recommend _____.

d) Correct the 10 vocabulary mistakes in the following text. Rewrite the paragraphs below 5
and underline the corrections you have made.

If we want to reduce unemployment, we need to pay workers more money for manual jobs. This will encourage people to work. To what extent do you agree or disagree?

In some countries, employed people are given money by the government to help them until they can find a encourage people to work, however. We also need to consider the working place. We need to ensure that it is safe and comfortable at all times, so that people can feel happy about going to work.

If we want to resolve unemployment from increasing, then we need to do what we can to encourage people to continue working. This situation will not be solved unless we deal with the issue of working conditions as well as money.

2. a) "The traffic situation in Dhaka has been constantly deteriorating. For the betterment of the 15
situation, Rickshaw should be banned from Dhaka city." To what extent do you agree to this statement? You should use your own idea, knowledge and experience to support your argument with examples.
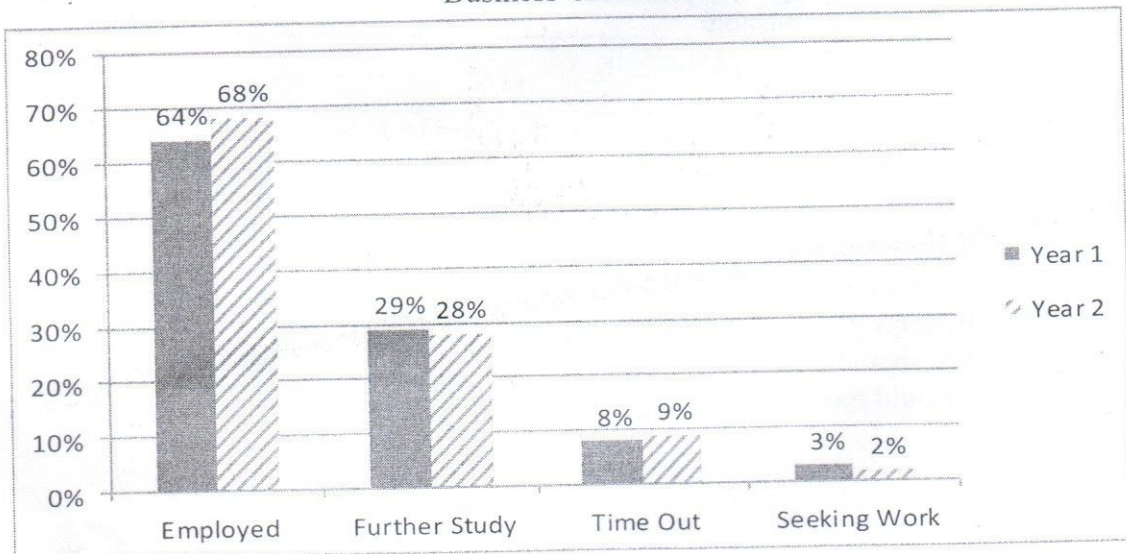
You should write at least 250 words.

b) We live in an electronic information age. It is easier to be connected by technology. Yet 10
many people seem no closer to feeling happy in their lives. What are your opinions on this? Give reasons for your answer and include any relevant example from your own knowledge or experience.
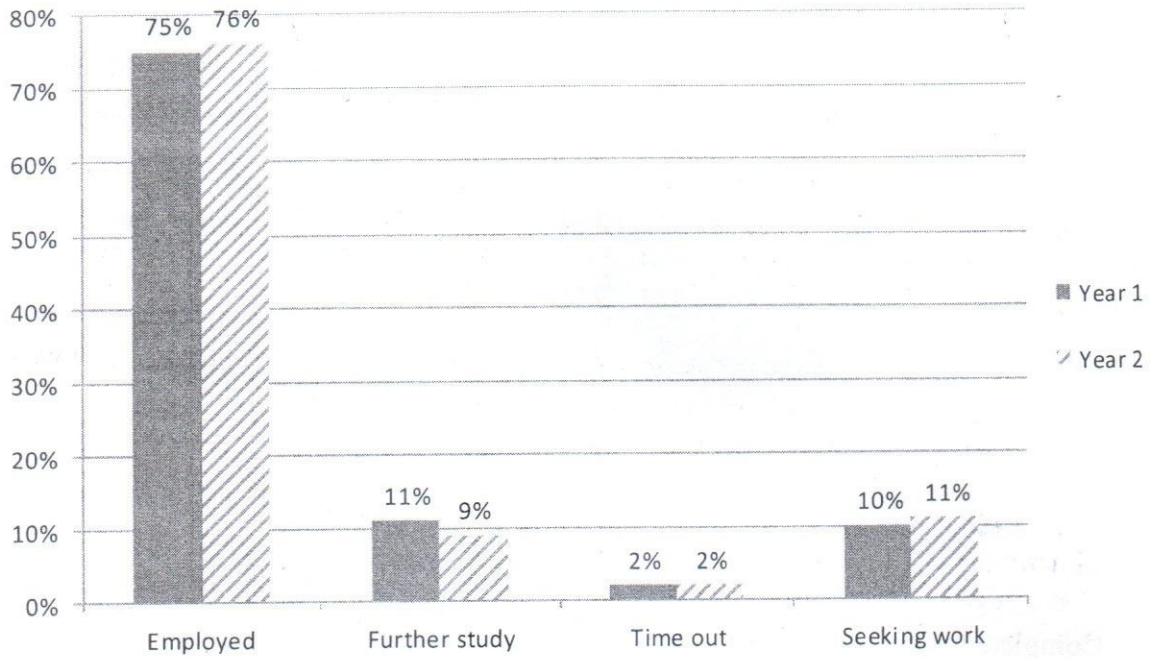
Write at least 200 words.

3. a) The charts below show the statistics of business and engineering graduates of a particular 10
university about what they were doing six months after graduation. The figures cover a two year period. Summarize the information by selecting and reporting the main features and make comparisons where relevant.
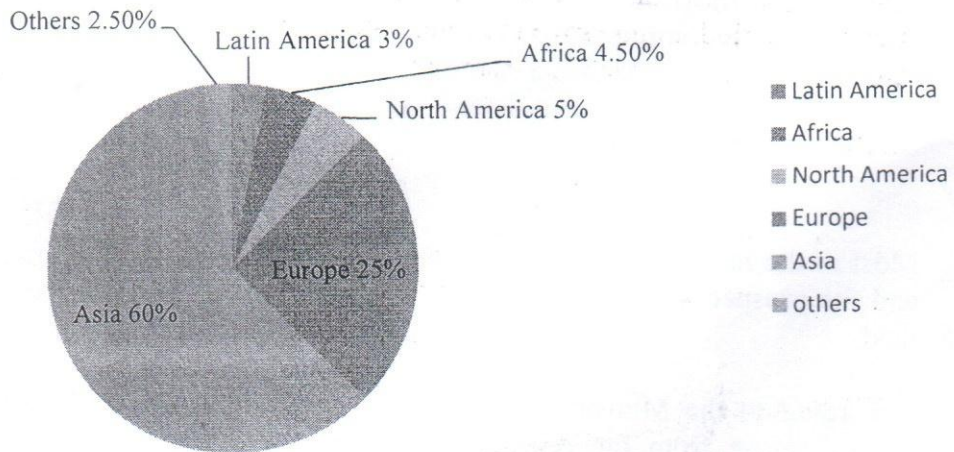
Write at least 150 words.

Business Graduates
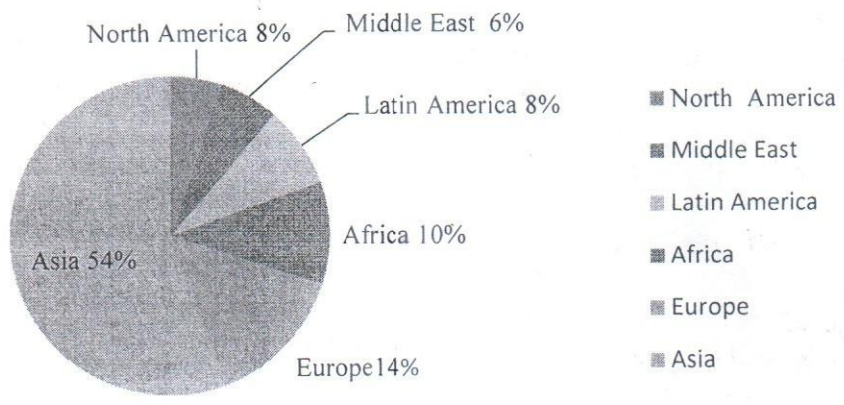
Engineering Graduates

b)   The two pie charts below show changes in world population by region between 1917 and   15
2017. Summarize the information by selecting and reporting the main features and make
comparisons where relevant.

Write at least 150 words.

World Population 1917: 1700 million

World Population 2017: 6 billion

North America 8%   Middle East 6%

Latin America 8%

North America

Middle East

Latin America

Africa

Europe

Asia

Africa 10%

Asia 54%

Europe 14%

4. a)   Complete the sentences below with the correct form of verbs given in the box.   6

> Demonstrate, display, illustrate, show, tell.

   i.   The television ....at the front of the store.
   ii.   The shop assistant...........a new television for us.
   iii. Martin used an image of a television to..........his point.
   iv.   The departure times were....................on the television in our hotel room.
   v.   Jill.......................us all about the new television she had just bought.
   vi.   A chart ....the number of television sold in last month.

   b)   Look at the following text about growing cotton in India. The paragraphs have not been   13
        organized in the correct order. Arrange the paragraphs in the correct order. Remember
        that the topic of one paragraph should follow logically from the topic of the last paragraph
        and should lead on to the topic of the next paragraph.

Pesticide suicide

Most of the farmers are extremely poor. Attracted by cheap loans from pesticides traders and the prospect of a quick buck, they borrow heavily to raise cotton on small plots of land.

According to the Ministry of Agriculture, the crop losses and destructions in Andhra Pradesh arose from the repeated application of excessive amounts of chemicals - a practice actively encouraged by pesticides traders.

The suicide of Samala Mallaiah in Nagara village grabbed media headlines. He owned one acre of land, leased two more and grew cotton on all three. After making a loss in the first year, he leased more land in an attempt to recover. Confronted with falling prices, mounting debts and pest attacks, he committed *harakiri*. 'Cotton has given us shattered dreams,' said one old farmer in Nagara village.

As many as 60,000 small farmers in the region of Andhra Pradesh, southern India, have taken to farming cotton instead of food crops. Some 20 of them have recently committed suicide by eating lethal doses of pesticide.

Whitefly, boll weevils and caterpillars multiplied and destroyed their crops, despite the constant application of pesticides. The average yield of cotton fields in Andhra Pradesh fell by more than half in just one year. Now the farmers are in no position to repay the loans or feed their families.

Nearly half the pesticides used in India go into protecting cotton, the most important commercial crop in the country. However, pests have shown increased immunity to a range of pesticides. Last year there were heavy crop losses due to leaf-curl, which is caused by the dreaded whitefly. This nondescript, milky-white fly sucks sap from the cotton leaves, making them curl and dry up. The fly struck first in Pakistan and north-western India. Then it turned south.

c) Read the text below and write down the correct linking word.   6

The purpose of Bridge Hotel report is to learn about the facilities and the services provided at the Bridge Hotel. First of all, the hotel offers a variety of facilities. There's a cosy café, a dinner hall, a large pool, a tennis court, and a luxurious spa. There is (i) _____ a shop on the hotel premises where you can buy souvenirs and small gifts. (ii)_____, the hotel offers a variety of activities, especially during winter months. But, the basic problem is that both the spa and the tennis court are closed to the public (iii) _____ there isn't enough equipment and staff. As far as the staff is concerned, they are very friendly and ready to help guests with any problems that might occur. (iv) _____, they don't always know exactly what they should do because they don't have enough experience. (v) _____, sometimes the meals are served late or the rooms are cleaned up at inconvenient times. (vi)_____ it has some problems, I'm sure that with a few training seminars, these minor problems will overcome. The hotel will be a good place in a short time and it will be successful.

(Unlike, also, what's more, On the other hand, Consequently, Despite this, As a result of, besides, because, but, so, for example, Even though, For this reason, As a result, However, In contrast, In conclusion , Therefore, In spite of this, Likewise, Although Similarly, Despite.)