TRIBHUVAN UNIVERSITY

2083 (Regular)

B.B.S. 4 Yrs. Programme / I Year / MGMT

Business English   Full Marks: 100

(MGT 201)   Time: 3 hrs.

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Attempt ALL the questions.

Group 'A'

1. Rewrite these sentences choosing the correct word from the expressions given in brackets. [5]
   a) You should respect the ...... of your college. (principle /principal)
   b) A joke should .... your speech. (precede/proceed)
   c) Saudi Arabia is famous for ...... safari. (dessert/desert)
   d) Mira accepted the .... on her shirt graciously. (complement/compliment)
   e) The hurricane blew along the predicted .... (course/coarse)

2. Answer the following as per the given instruction. [5]
   a. The books of the students are on the table. (Use plural form of possessive noun)
   b. Everyone works hard to get success in life. (Use antecedent in the sentence)
   c. Write a sentence with two objects.
   d. Nobody has used the room today. (change into passive)
   e. The manager, along with his staff, have started a hunger strike. (Correct sub-verb agreement)

3. Rewrite the following sentences choosing the correct option from the given alternatives. [5]
   a. While I was walking in the park last week, I ..... my teacher.
      i. saw ii. seen iii. was seeing iv. had seen
   b. Please, do not ...... any animal in the zoo.
      i. will feed ii. have fed iii. feed iv. Fed
   c. Yesterday, my teacher .... me about my plans after college.
      i. ask ii. had asked iii. asked iv. will ask
   d. No sooner had Murad passed +2, he .... a job.
      i. got ii. get iii. Gets iv. had got
   e. Neel got his laundry .....
      i. do ii. did iii. done iv. does

4. State whether the given sentences are simple, compound complex or compound complex. [5]
   a. We met only a few people, who could speak English.
   b. I don't care how expensive it is.
   c. Our vacation should be joyful and exciting this summer.
   d. Older TV sets had tubes; the newest models, which take less space, are digital TVs without tubes.
   e. Just five minutes ago the baby was fast asleep, but now it is awake.

5. What role does physical appearance play in non-verbal message? [5]

6. Prepare an effective Resume for the post of Assistant Accountant in an INGO based in Nepal. [5]

7. Write any four types of brochures by format and explain any one. [5]

8. Write a complaint letter to the manager of a department store against its poor services and low quality goods. [10]

Group 'B'

Attempt all questions

9. How do you recognize the verbal signals? Explain any seven of them. [7]

10. Read the following passage and identify 'additional information marker,' 'cause and effect marker,' 'time marker,' 'contrast marker,'

P.T.O.

and 'conclusion marker.' [6]

The increasing prevalence of mobile technology has had a detrimental impact on young people's social development at the in the recent years. Though proponents of technology argue that it fosters connectivity and communication, excessive use can lead to social isolation and a decline in face-to-face interactions. Because of hours spent hours on social media or gaming, they do not have time available for building real-world relationships and developing essential social skills like empathy and nonverbal communication. Furthermore, the curated and often unrealistic portrayals of life on social media can lead to feelings of inadequacy and anxiety among young people. Therefore, it's crucial to recognize the potential negative consequences of excessive technology use and encourage a healthy balance between the digital and physical worlds for young people.

11. Read the passage below and answer the questions. [3×2=6]

The death penalty is not an effective deterrent to crime. While some argue that the threat of capital punishment discourages potential offenders, statistics consistently show that states with the death penalty do not have lower crime rates than those without it. For instance, Louisiana, with the death penalty, has a murder rate of 21.3 per 100,000 residents, while Iowa, which abolished the death penalty in 1965, has a rate of only 3.2 per 100,000, according to *College Transitions*. These numbers demonstrate that the death penalty has no discernible impact on reducing violent crime. Therefore, the argument that it deters crime is not supported by empirical evidence.

a. Extract the topic sentence of the paragraph given above.
b. Do you find the supporting detail, i.e., numbers, convincing?
c. Suppose you are a supporter of death penalty. Challenge the conclusion of the passage above.

12. Develop the following topic sentence into a paragraph:
    Fast food has health as well as environmental hazards.

Group 'C'

Answer any THREE of the following questions: [3×10=30]

13. Write an essay describing your ideal job.
14. Is the essay "Why Chinese Mothers are Superior" a point-by-point comparison, a subject-by-subject comparison, or a combination of the two organizational strategies? Why does Amy Chua arrange her comparison the way she does? Explain.
15. Define what Brady means by wife in "I Want a Wife". Does this ideal wife actually exist? Explain.
16. What three ways does Tabbarok point out as the current attempts to solve the problem of transplant organ shortages? Discuss. [The Meat Market]
17. Jhumpa Lahiri's essay "Rice" is about the significance of rice/pulao for the cultural identity and memory. Rice stands for comfort, tradition and communal bonding. Discuss this statement with references to Lahiri's essay.

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TRIBHUVAN UNIVERSITY

2083 (Regular)

B.B.S 4 Yrs. Prog. / I Year / MGMT — Full Marks: 100

MGT 202 : Business Statistics — Time: 3 hrs.

Candidates are required to give their answers in their own words as far as practicable.

The figures in the margin indicate full marks.

Group "A"

Brief Answer Questions [10×2=20]

Attempt ALL questions.

1. Mean of 100 items was 50. Later on it was found that two items were misread as 92 and 8 instead of 192 and 88. Find the correct mean.

2. If mean = 45, standard deviation = 10 and mode = 43.7. Find Pearson's coefficient of skewness.

3. Frequency distribution has Karl Pearson's coefficient of skewness is 0.5, mean is 5 and standard deviation is 2. Find the mode of the distribution.

4. If $A = \begin{bmatrix} 1 & 4 \\ 3 & 2 \\ 2 & 5 \end{bmatrix}$, $B = \begin{bmatrix} -1 & -2 \\ 0 & 5 \\ 3 & 1 \end{bmatrix}$. Find (A+B)

5. If regression coefficient of y on x (b_{yx}) = -0.61and regression coefficient x on y (b_{xy}) = -0.53, calculate the coefficient of correlation and interpret the result.

6. The standard deviation of symmetrical distribution is 5.What must be the value of fourth moment about mean in order that the distribution be mesokurtic?

7. A bag contains 20 balls numbered from 1 to 20. One ball is drawn at random. Find the probability that the number of the drawn ball be multiple of 3 or 7.

8. Find the value of determinant of following matrix : $\begin{bmatrix} 1 & 2 & 3 \\ 2 & 5 & 1 \\ 9 & 3 & 2 \end{bmatrix}$.

9. The trend line equation of sales (in millions rupees) is $Y = 50 + 2.5X$. Estimate the sales for the year 2022, when year of origin is assumed to be 2015.

10. List different sources of secondary data.

Group "B"

Descriptive Answer Questions [5×10=50]

Attempt any FIVE questions.

11. The following table represents the marks of 100 students

Marks	0 - 20	20 - 40	40 - 60	60 - 80	80 - 100
No. of students	14	-	27	-	15

If the median mark is 48, find the missing frequencies.

12. Calculate the Karl Pearson's coefficient of skewness.

Value	0- 5	5 - 10	10 - 15	15 - 20	20 - 25
Frequency	11	14	30	12	3

13. Fit a straight line trendy by the method of least squares and estimate the sales for 2004 and 2005.

Years	1998	1999	2000	2001	2002	2003
Sales (in '000Rs)	40	52	54	52	50	53

14. Solve the equations by matrix or determinant method:

$$x_1 + 3x_2 + 4x_3 = 7$$
$$4x_1 + 2x_2 + 3x_3 = 10$$
$$2x_1 + 2x_2 + 2x_3 = 6$$

P.T.O.

15. (a) A box contains 4 black and 4 red balls. If 2 balls are drawn at random find the probability that both are black.

(b) From the given payoff table, give decision according to minimax regret criteria:

Payoff Matrix

Courses of actions	State of nature (events) - Demand		
$S_1 = 100$	500	500	500
$S_2 = 100$	300	550	550
$S_3 = 100$	100	350	600

16. Solve the following linear programing problem graphically:

Maximize $Z = 40A + 70B$

$3A + 3B \le 36$

$5A + 2B \le 50$

$2A + 6B \le 60$

$\& A, B \ge 0$

Group "C"

Analytical Answer Questions [2×15=30]

Attempt any TWO questions.

17. The profit distribution of two companies A and B are given below:

Profit (million Rs.)	0 - 2	2 - 4	4 - 6	6 - 8	8 - 10	10 - 12
No. of Item A	2	7	11	20	7	3
No. of Item B	5	4	9	13	15	4

a) An investor wants to invest according to the profit of the company, which company shows more consistent on the basis of profit.

b) Also find the combined standard deviation.

18. Calculate the price index number of a group of four commodities by using (a) Laspeyre's formula (b) Fisher's formula and (c) Paasche's formula:

	Base year		Current year	
Commodity	Price/unit	Expenditure	price/ unite	Expenditure
A	2	40	5	75
B	4	16	8	40
C	1	10	2	24
C	5	25	10	60

Also, examine time reversal test and factor reversal test are satisfied on Fisher's index number.

19. The following data shows the income and expenditure of employees of a factory:

Income (Rs 000)	Expenditure (Rs.000)
25	20
27	21
30	25
32	27
35	30
40	30
42	32

a. Calculate coefficient of correlation between income and expenditure.

b. Find out two regression coefficients.

c. Estimate the expenditure when income = Rs. 45 thousand.

TRIBHUVAN UNIVERSITY
2083 (Regular)
B.B.S. 4 Yrs. Programme /I Year/MGMT
Microeconomics for Business — Full Marks: 100
MGT : 207 — Time: 3 hrs.

Candidates are required to give their answers in their own words as far as practicable.
The figures in the margin indicate full marks.

Group "A"

Brief Answer Questions (संक्षिप्त उत्तरात्मक प्रश्नहरु) [10×2=20]
Attempt ALL questions.

1. Write any four scopes business economics.
(व्यवसायिक अर्थशास्त्रका कुनै चारवटा क्षेत्रहरु लेख्नुहोस् ।)
2. Draw the production possibility curve.
(उत्पादन सम्भाव्यता वक्र खिच्नुहोस् ।)
3. What is consumer surplus?
(उपभोक्ता बचत भनेको के हो ?)
4. Define the marginal rate of substitution.
(सिमान्त प्रतिस्थापन दरलाई परिभाषित गर्नुहोस् ।)
5. State the Cobb-Douglas production.
(कब-डग्लस उत्पादन फलन उल्लेख गर्नुहोस् ।)
6. Differentiate between explicit cost and implicit cost.
(व्यक्त लागत र अव्यक्त लागत बिच भिन्नता छुट्याउनुहोस् ।)
7. Write any four features of perfect competition market.
(पूर्ण प्रतिस्पर्धा बजारका कुनै चारवटा विशेषताहरु लेख्नुहोस् ।)
8. What is the meaning of rent?
(लगानको अर्थ के हुन्छ ?)
9. Calculate the degree of economies of scope when total cost of production of goods A and B separately are C_A = Rs. 50000, C_B = Rs. 60000 respectively but total cost for producing both A and B is C_{A+B} = Rs.100000 while producing jointly.
(वस्तु A र B छुट्टा छुट्टै उत्पादनगर्दा क्रमश C_A = रु.५०००० र C_B = रु.६०००० पर्छ तर दुवै वस्तु संयुक्त रुपमा उत्पादन गर्दा C_{A+B} = रु.१००००० पर्दछ भने क्षेत्रको मितव्ययिताको श्रेणी गणना गर्नुहोस् ।)
10. State the areas of uses of the price elasticity of demand.
(मागको मूल्यलोच प्रयोग हुने क्षेत्रहरु उल्लेख गर्नुहोस् ।)

Group "B"

Descriptive Answer Questions (व्याख्यात्मक प्रश्नहरु) [5×10=50]
Attempt any FIVE questions.

11. Differentiate between micro static and comparative micro static analysis.
(सूक्ष्म स्थिर र तुलनात्मक सूक्ष्म स्थिर विश्लेषण बिच भिन्नता छुट्याउनुहोस् ।)
12. Explain the types of price elasticity of supply.
(पूर्तिलोचका प्रकारहरु व्याख्या गर्नुहोस् ।)
13. Explain the consumer's equilibrium in indifference curve analysis approach.
(तटस्थ बक्ररेखा विश्लेषण विधिमा उपभोक्ताको सन्तुलन व्याख्या गर्नुहोस् ।)
14. How does a monopoly firm determine price in short run? Explain.
(अल्पकालमा एउटा एकाधिकार फर्मले मूल्य निर्धारण कसरी गर्दछ ? व्याख्या गर्नुहोस् ।)
15. Consider the following two production preference schedules of a producer:
(उत्पादकका निम्न दुईवटा उत्पादन प्राथमिकता सूचीहरुमा ध्यान दिनुहोस् :)

Schedule 1				Schedule 2			
Combination	K	L	Output	Combinations	K	L	Output
A1	10	60	1000	A2	10	75	1500
B1	20	25	1000	B2	20	40	1500
C1	30	10	1000	C2	30	25	1500
D1	40	5	1000	D2	40	15	1500

a. Compute total cost for each combination of capital and labor if price of use of capital is Rs.10, price of labor is Rs.5 and the producer has total cost outlay Rs.400 and identify the least cost combination.

P.T.O.

(यदि पूँजीको प्रयोगको मूल्य रु. १०, श्रमको मूल्य रु. ५ छ र उत्पादक सँग कूल लागत खर्च रु.४०० छ भने पूँजी र श्रमको हरेक संयोगको कूल लागत गणना गर्नुहोस् र न्युनतम लागत संयोग पत्ता लगाउनुहोस्।)

b. Sketch the isoquants IQ_1 and IQ_2 by using schedule 1 and schedule 2 respectively and sketch the isocost line also. Identify the optimal conbination of capital and labor in figure.
(सूचि १ र सूचि २ प्रयोग गरेर सम उत्पादन रेखाहरु क्रमश: IQ_1 र IQ_2 खिच्नुहोस् तथा सम लागत रेखा समेत खिच्नुहोस् । चित्रमा पूँजी र श्रमको अधिकतम संयोग पत्ता लगाउनुहोस् ।)

16. Complete the following table and explain the relation between average cost and marginal cost. (6+4)
(दिइएको तालिका पूरा गर्नुहोस् तथा औसत लागत र सिमान्त लागत बिचको सम्बन्ध व्याख्या गर्नुहोस् ।)

Output	TFC	TC	TVC	AVC	AC	MC
0	24	24	-	-	-	-
1	-	30	-	-	-	-
2	-	32	-	-	-	-
3	-	36	-	-	-	-
4	-	48	-	-	-	-
5	-	74	-	-	-	-
6		120	-	-	-	-

Group "C"

Analytical Answer Questions [2×15=30]
(विश्लेषणात्मक प्रश्नहरु)

Attempt any TWO questions.

17. Complete the following schedule if the market demand function is $D = 1000 - 10P$ and the market supply function is $S = 100 + 20P$.
(यदि बजार मागफलन $D = 1000 - 10P$ छ र बजार पूर्ति फलन $S = 100 + 20P$ छ भने, दिइएको सूची पूरा गर्नुहोस्।) (4+3+4+4)

Price	Market demand	Market supply	Shortage/ Surplus	Pressure in price
10				
20				
30				
40				
50				

a) Plot the market demand curve and the market supply curve in a figure. Show the equilibrium price and quantity both in schedule and figure.
(एउटा चित्रमा बजार मागवक्र र बजार पूर्तिवक्र खिच्नुहोस् । सूची र चित्र दुवैमा सन्तुलन मूल्य र परिमाण देखाउनुहोस् ।)

b) Calculate price elasticity of demand (i) when price increases from 10 to 20 and, (ii) when price decreases from 20 to 10.
(मागको मूल्यलोच गणना गर्नुहोस् (अ) जब मूल्य रु. १० बाट बढेर रु.२० हुन्छ र (आ) जब मूल्य रु.२० बाट घटेर रु. १० हुन्छ ।)

c) Calculate price elasticity of supply (i) when price increases from 10 to 20 and, (ii) when price decreases from 20 to 10.
(पूर्ति लोच गणना गर्नुहोस् (अ) जब मूल्य रु.१० बाट बढेर रु.२० हुन्छ र , (आ) जब मूल्य रु.२० बाट घटेर रु. १० हुन्छ ।)

18. Critically analyze the Marginal Productivity Theory of Wages.
(ज्यालाको सीमान्त उत्पादकत्वको सिद्धान्तको आलोचनात्मक विश्लेषण गर्नुहोस् ।)

19. How do the tax policy, subsidy policy and price control policy of the government affect the market equilibrium?
(सरकारको कर नीति, अनुदान नीति र मूल्य नियन्त्रण नीतिले बजार सन्तुलनलाई कसरी प्रभाव पार्दछन् ।)

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Tribhuvan University
2083 (Regular)
B.B.S 4 Yrs. Prog. / I Year / MGMT
Financial Accounting & Analysis — **Full Mark: 100**
MGT : 211 — **Time : 3 hrs.**

Candidates are required to give their answers in their own words as far as practicable.
The figures in the margin indicate full marks.

Group A

Brief Answer Questions

Attempt **ALL** questions: [10×2=20]

1. Define the business entity concept of accounting.
2. Write about the accrual basis of accounting.
3. What is a periodic inventory system?
4. Give the meaning of current liabilities.
5. What is stock dividend?
6. Following information are provided:
   I. Started business with cash Rs. 100,000 and bank balance Rs. 150,000.
   II. Good costing Rs. 20,000 sold on credit at a profit of 10%.

   Required: Account of value added.
7. You are provided the following information:

Interest received	Rs. 20,000	Wages and salaries	Rs. 30,000
Dividend paid	Rs. 10,000	Income tax paid	Rs. 12,000
Depreciation	Rs. 30,000	Net profit	Rs. 15,000

   Required: Amount of value added.

(1)

8. Following transactions are given:
   January 10: Sold to ABC Furniture House:
   2 sets Sofa Set @ Rs. 20,000 each
   10 Chairs for Rs. 10,000
   (Trade Discount @ 10%)
   January 25: Sold to XYZ Furniture House:
   10 Tables @ Rs. 1,500 each
   10 Chairs @ Rs 1,000 each with trade discount @ 5%

   Required: Sales book
9. On 1st Baishak, A grocery shop borrowed Rs. 300,000 from a bank by signing a 6-months, 8% note payable. It paid the principal and interest at due date.

   Required: Journal entries for issue and retirement of note.
10. A Company issued Rs. 200,000 face value bond at discount of Rs 20,000. The unamortized discount was Rs. 5,000 and the bond contains a call provision of Rs. 102.

   Required: Gain or loss on early redemption of bond

Group B: Short Answer Questions

Attempt any **FIVE** questions: [5x10=50]

11. The following information is provided:

Quick assets	Rs. 450,000	Inventory	Rs. 350,00
Current liabilities	Rs. 300,000	Total capital employed	Rs. 10,00,000
10% Debenture	Rs. 400,000	Fixed assets	600,000

Operating profit of the year Rs.120,000 being 20% of Sales. Income tax is 25%.

(2)

Required:

a. Net profit
b. Quick ratio
c. Debt to total capital ratio
d. Stock turnover ratio
e. Return on shareholder's equity
f. Net profit margin
g. Total assets turnover ratio [1+ 6×1.5=10]

12. A company provides you the following information related to the inventories for the month of Asadh.

Asadh 1:	Beginning inventory 500 units @ Rs.10 each
Asadh 10 :	Purchased 1,000 units @ Rs.14 each
Asadh 15:	Sold 1,200 units @ Rs.15 each
Asadh 20:	Purchased 500 units @ Rs.12 each
Asadh 27:	Purchased 200 units @ Rs.10 each
Asadh 31:	Sold 500 units @ Rs.20 each.

Required:

a. Cost of goods sold and ending inventory under LIFO and FIFO method.
b. Income statement under both methods, assuming operating expenses Rs. 4,000 and estimated tax @ 25% [6+4=10]

13. (a) A company purchased a machine on Junary 1, 2023 for Rs. 90,000 and spent Rs. 10,000 on its installation. The company writes off depreciation @ 10% p.a. on straight line method. At the end of June 2025, the company sold the machine at Rs. 90,000. The books are closed on 31st December every year.

   Required: Machinery account for the first three years. [5]

   (b) Differentiate between capital and revenue expenditures. [5]

14. (a) On Chitra 2081, Bank Statement disclosed a balance of Rs.10,000 and Cash Book showed the balance of Rs.8900.
   i) Undeposited cheque Rs. 3,000
   ii) Outstanding cheque Rs. 4,000.

(3)

   iii) Notes receivable and interest collected by the bank Rs.1,000 and Rs. 200 respectively.
   iv) A customer's cheque for Rs.1,000 was returned by the bank due to insufficient fund.
   v) Bank charge Rs.100 for the service provided by the bank.

   Required:
   a. Bank Reconciliation Statement as on 31st Chaitra
   b. Bank balance to be reported on company's balance sheet as on 31st Chaitra [4+1]

   (b) Differentiate between accounting and accountancy. [5]

15. Write down the meaning and types of lease. Also, point out the criteria for identifying capital lease. [10]

16. Define source of documents. Write down the objectives of the source of documents. [3+7=10]

Group C: Long Answer Questions

Attempt any **TWO** questions: [2x15=30]

17. Following are the transaction of a company.
   a. Started business with cash Rs. 100,000 and bank balance Rs. 40,0000.
   b. Purchased office equipment for Rs. 100,000 and paid 25% cash and balance through cheque.
   c. Purchased merchandise goods for Rs. 50,000 on account.
   d. Sold merchandise goods on account for Rs. 170,000.
   e. Received a cheque from customer Rs. 145,000 in full settlement of Rs. 150,000.
   f. Paid Rs. 45,000 to supplier by issuing a cheque after deducting 10% discount.
   g. Rs. 12,000 was paid for insurance premium.

(4)

P.T.O.

h. Paid electricity bill Rs. 15,000.
i. Paid office salary Rs. 20,000.
j. Rent paid in advance Rs. 15,000 through cheque.

Additional Information

a) Ending inventory Rs. 20000.
b) Office salary due Rs. 4000
c) Depreciation on office equipment @25%

Required:

a. Journal entries.
b. Triple column cash book.
c. Accounts receivable and payable account.
d. Adjusted trial balance. [5+4+2+4]

18. The Following are the financial statement of a company:

Liabilities	Last Year	Current year	Assets	Last Year	Current year
Share capital	150,000	300,000	Fixed assets	250,000	360,000
Pref. share capital	60,000	90,000	Investment	60,000	75,000
10% bank loan	75,000	30,000	Sundry debtors	45,000	60,000
Accounts payable	40,000	30,000	Inventories	30,000	75,000
Retained earnings	30,000	75,000	Cash at bank	15,000	30,000
Prov. for dividend	15,000	30,000			
Prov. for tax	30,000	45,000			
	400,000	600,000		400,000	600,000

(5)

Income Statement for the current year

Particulars	Rs.	Rs.
Sales		300,000
Less: Cost of goods sold		120,000
Gross profit		180,000
Less: Operating expenses (Including depreciation Rs. 30,000 and Interest Rs. 12,000)	87,000	
Provision for tax	45,000	
Provision for dividend	30,000	162,000
		18,000
Add: Gain on sale of plant (Cost Rs. 30,000 accumulated depreciation Rs. 15,000)		12,000
Interest on investment		15,000
Net income		45,000

Required: Cash flow statement by using direct method. [6+3+4+2]

19. Describe the users of accounting information. Why do they need such information? Explain. [5+10]

(6)

TRIBHUVAN UNIVERSITY

2083 (Regular)

B.B.S. 4 Yrs. Programme / I Year / MGMT

Principles of Management — Full Marks: 100

[MGT 213] — Time: 3 hrs.

Candidates are required to give their answers in their own words as far as practicable.
The figures in the margin indicate full marks.

Group "A"

Brief Answer Questions
(संक्षिप्त उत्तरात्मक प्रश्नहरु) [10×2=20]

Attempt ALL questions. (सबै प्रश्नहरुको उत्तर दिनुहोस्) :

1. State the types of organizational goal.
(संगठनात्मक लक्ष्यका प्रकारहरु उल्लेख गर्नुहोस् ।)
2. Highlight two characteristics of management.
(व्यवस्थापनका दुई विशेषताहरुमा प्रकाश पार्नुहोस् ।)
3. Write the main elements of scientific management.
(बैज्ञानीक व्यवस्थापनको मुख्य कुराहरु लेख्नुहोस् ।)
4. State four areas of social responsibility.
(सामाजीक उत्तरदायित्वका चार क्षेत्रहरु उल्लेख गर्नुहोस् ।)
5. Mention four advantages of group decision making.
(सामुहीक निर्णयका चार फाइदाहंरू लेख्नुहोस् ।)
6. Sketch the diagram of geographic departmentation.
(भौगोलीक विभागीकरणको रेखाचित्र बनाउनुहोस् ।)
7. *State four functional conflicts.*
(चारवटा कार्यात्मक विवादहरु उल्लेख गर्नुहोस् ।)
8. *Enlist four ways of influencing people.*
(मानिसलाई प्रभावपार्ने चारवटा तरीकाहरु सुचीकृत गर्नहोस् ।)
9. Write the conditions of using formal communication.
(औपाचारकि सन्चारको प्रयोग हुने चारवटा अवस्थाहरु उल्लेख गर्नुहोस् ।)
10. Give the concept of total quality management.
(सगम्र गुणस्तर व्यवस्थापनको अवधारणा दिनुहोस् ।)

Group "B"

Descriptive Answer Questions [5×10=50]
(व्याख्यात्मक उत्तर आउने प्रश्नहरु)

Attempt any FIVE questions.
(कुनै पाँच प्रश्नहरुको उत्तर दिनुहोस् ।)

11. Show the relationship between digital dimensioning and control.
(डिजिटल आयाम निर्धारण र नियन्त्रणका विचमा सम्बन्ध देखाउनुहोस् ।)
12. Explain the business culture used in Nepalese organizations.
(नेपाली संगठनहरुमा प्रयोग भैराखेका व्यावसायिक संस्कृतीका बारेमा व्याख्या गर्नुहोस् ।)
13. Describe the changing perspective of organization.
(संगठनात्मक दृष्टीकोणमा आएका परीवर्तनहरुका बारेमा व्याख्या गर्नुहोस् ।)
14. Describe the emerging challenges of management.
(व्यवसायका उदियमान चुनौतीहरुका बारेमा व्याख्या गर्नुहोस् ।)
15. Illustrate the emerging management concepts.
(उदीयमान व्यवस्थापनका अवधारणाहरु चित्रण गर्नुहोस् ।)
16. Highlight the methods of environmental scanning.
(वातावरणीय विश्लेषणका विधीहरुमाथी प्रकाश पार्नुहोस् ।)

Group "C"

Analytical Answer Questions [2×15=30]
(विश्लेषणात्मक प्रश्नहरु)

Attempt any TWO questions.
(कुनै दुई प्रश्नहरुको उत्तर दिनुहोस् ।)

17. Planning is pre-requisite for decision making. Discuss the statement relating to formulation of planning and decision making.
(योजना बनाउनु निर्णय प्रकृयाको पूर्व शर्त हो । माथीको कथनलाई योजना तर्जुमा र निर्णय गर्ने कार्य सँग जोडेर छलफल गर्नुहोस् ?)
18. What is organizational structure? Discuss the major modern organizational structure.
(संगठनात्मक संरचना भनेको के हो ? प्रमुख आधुनिक संगठनात्मक संरचनाहरुका बारेमा व्याख्या गर्नुहोस् ।)
19. Approaches of managing people in organization has been changing in the recent days. Therefore, leadership styles also have been changing in the recent business world. Discuss the statement highlighting the approaches to leadership.
(आजभोली मानवश्रोतको व्यवस्थापन गर्ने अवधारणामा परीवर्तन आइरहेको छ । त्यसैले आजको व्यवसायीक संसारमा नेतृत्व गर्ने शैलीमा पनि परिवर्तन आएको छ । माथ्रीको कथनलाई नेतृत्वको अवधारणामा प्रकाश पार्दै छलफल गर्नुहोस् ।)