Rajarshi Janak University

Faculty of Management

Office of the Dean

Bachelor of Business Administration (BBA)

Model Questions

First Year – Second Semester

Note: *Students should not limit themselves to the chapters mentioned in Model Questions as questions can be asked from any chapter (within the syllabus) in the examination.*

Rajarshi Janak University

Faculty of Management

Model Question -2025

Bachelor of Business Administration

Course: Statistical Methods for Business **Full Marks: 60**

Course Code: STM 201 **Pass Marks: 24**

Year/Semester: First/II **Time: 3 hours**

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: Short Answer Questions

Attempt all questions **[5 × 2 = `10 marks]**

1. The mean of marks in Statistics of 100 students in a class was 72. The mean of marks of 70 boys was 75. Find out the mean marks of girls in the class.
2. If mean = 45, median = 50 and standard deviation =10, find the Karl Pearson's coefficient of skewness and interpret the result.
3. Distinguish between correlation and regression.
4. In a single throw of two dice, find the probability that the sum of two numbers on two faces is 7 or 11.
5. Distinguish between parameters and statistics.

Group B: Long Answer Questions

Attempt any seven questions **[7 × 5 = 35 marks]**

6. The marks distribution of 150 students in a class test are as follows:

Marks (less than)	10	20	30	40	50	60	70
No. of Students	8	28	68	100	125	142	150

If the campus has a policy to run a special coaching class for the top 25% of the students, what is the lowest mark obtained by those top 25% of the students.

7. An analysis of monthly wages of workers of two firms A and B yielded the following results:

	Firm A	Firm B
No. of workers	50	60
Average monthly wages	Rs. 60	Rs. 48
Standard deviation	10	12

Obtain the average monthly wages and standard deviation of wages of all workers in the two firms taken together. Which firm is more equitable in regard to wages?

8. The coefficient of rank correlation of the marks obtained by 10 students in Accountancy and Statistics was found to be 0.8. It was later discovered that the difference in ranks in the two subjects obtained by one of the students was wrongly taken as 7 instead of 9. Find the correct coefficient of rank correlation.

9. Find the regression equations to estimate the sales when the expenditure on advertisement is Rs. 15,000 and estimate the expenditure on advertisement when sales is Rs. 20,000

Expenditure on advertisement (in '000' Rs.)	10	8	7	6	9	6	10
Volume of sales (in '000' Rs.)	12	8	6	5	7	5	11

10. It is known that 20% of the males and 5% of the females are unemployed in a certain town consisting of equal number of males and females. A person is selected at random and found to be unemployed. What is the probability that the selected unemployed person is (i) male? (ii) female?
11. Incomes of a group of 10,000 persons were found to be normally distributed with mean Rs. 52,000 and standard deviation Rs. 6,000. Find
    (i) The number of persons having income between Rs. 40,000 and Rs. 55,000.
    (ii) The lowest income of richest 1,000 persons.
12. A random sample of 100 students gave a mean weight of 58 kg. and standard deviation of 4 kg. Test the hypothesis that the mean weight of all the students is 60 kg.
13. A company claims that its light bulbs are superior to those of a competitor on the basis of a study which showed that a sample of 40 of its bulbs had on average life time of 628 hours of continuous use with a standard deviation of 27 hours, while a sample of 30 bulbs made by the competitor had an average life–time of 619 hours of continuous use with a standard deviation of 25 hours. Test, at 5% level of significance, whether this claim is justified.
14. The increase in weight in kg in particular period of ten students of a certain age group of a High School fed with the nourishing food "A", were observed as 5, 2, 6, –1, 0, 4, 3, –2, 1, 4. Twelve students of the same age–group, but of another High School were fed with another nourishing food "B" and the increase in weight in kg in the same period observed were 2, 8, –1, 5, 3, 0, 6, 1, –2, 0, 4, 5. Test whether the two foods "A", and "B" differ significantly as regards their effect on the increase in weight.

Group C: Comprehensive question /Case analysis /Situation analysis question

15. You are given below the daily wages paid to workers in two factories.

Daily wages (in Rs.)	**No. of workers**	
	Factory A	**Factory B**
200 – 300	15	25
300 – 400	30	40
400 – 500	44	60
500 – 600	60	35
600 – 700	30	20
700 – 800	14	15
800 – 900	7	5

Answer the following:

a. Which factory pays higher average wages?
b. In which factory are wages more variable?
c. In which factory are wages more skewed? [6 + 6 + 3 = 15]

*****

Rajarshi Janak University

Faculty of Management

Model Question -2025(Lab Exam)

Bachelor of Business Administration

Course: Statistical Methods for Business **Full Marks: 20**

Course Code: STM 201 **Pass Marks: 08**

Year/Semester: First/II **Time: 1.5 hours**

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

Important Instructions:

1. Create new folder on desktop and rename it with your symbol number.
2. Click on **Page Layout** of

of the **Ribbon.** then click on both of Print

of **Gridlines** and **Heading.** Set up **Scale**

at 75%.
3. Click on middle one icon of view in lower right side i.e.

.After clicking on click to ***Click to AddHeader***, type your symbol number so that your answer sheet won't be misplaced.
4. Save your excel spreadsheet (your file) in the folder renamed by your symbol number.
5. Make sure that you should not write beyond the column of the spreadsheet under 75%.
6. For each and every calculation, don't forget to press ***Ctrl +S*** to save your essential work.
7. You should submit your hard copy (print) with your **Roll number and Signature.**

Attempt any Four questions **[4 × 5 = 20 marks]**

1. Data below give the enrollment of students in Rajarshi Janak University in different faculties. Present this data in a multiple diagram.

Year	Number of students (in "00")		
	Humanities	Management	Science
2077	20	40	24
2078	24	50	28
2079	15	60	28

2. The following table represents the pass marks obtained by 40 students in Statistics and Data Analytics for Business Decision in the final examination.

75	64	56	65	88	70	72	86	90	83
78	56	50	52	68	67	71	62	76	90
85	73	98	85	75	76	77	73	94	74
42	61	48	52	47	89	69	82	66	92

   i. Compute mean, median, 60th percentile, semi-interquartile range and coefficient of variation.
   ii. Construct box - plot and describe whether the distribution is symmetrical or not.

3. Calculate the correlation coefficient between the marks in statistics and marks in economics obtained by eight students.

Marks in Statistics (X)	67	68	65	68	72	72	69	71
Marks in Economics (Y)	65	66	67	67	68	69	70	72

   Also,
   (a) Test the significance of the observed value of correlation coefficients.
   (b) Estimate the marks in statistics when the mark in Economics is 80.

4. Five fair coins were tossed 100 times. Fit the binomial distribution to the following data:

No. of heads up	0	1	2	3	4	5
Observed frequency	2	10	24	38	18	8

5. In order to make a survey of the buying habits, two markets A and B are chosen at two different parts of a city. 400 women shoppers are chosen at random in market A. Their average daily expenditure on food is found to be Rs. 250 with a standard deviation of Rs. 40. The figures are Rs. 220 and Rs. 55 respectively in the market B where also 400 women shoppers are chosen at random. Test at 1% level of significance whether the average daily food expenditures of the two populations of shoppers are equal.

*****

Rajarshi Janak University

Faculty of Management

Model Question -2025

Bachelor of Business Administration

Course: Macro Economics | **Full Marks: 60**

Course Code: ECO 202 | **Pass Marks: 24**

Year/Semester: First/II | **Time: 3 hours**

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: Short Answer Questions

Attempt all questions **[5 × 2 = 10 marks]**

1. Define macroeconomics.
2. Calculate private saving when personal income is Rs. 3,450 billion, personal income taxes are Rs.750 billion and total private consumption expenditure is Rs. 2,500 billion.
3. Write down any two implications of say's law of market.
4. Indicate any four sources of non-tax revenue.
5. What is foreign exchange rate?

Group B: Long Answer Questions

Attempt any seven questions **[7 × 5 = 35 marks]**

6. Define digital economy and its impact on macroeconomics.
7. Consider the following consumption and saving schedule:

Income (Y)	Consumption (C)	Saving (S)	APC	MPC	APS	MPS
0	2000					
4000	5000					
8000	8000					
12000	11000					
16000	14000					
20000	17000					

   a) Complete the above schedule.
   b) Graph the consumption and saving curve and explain the trend of APC, MPC, APS and MPS.
8. Explain the objectives of fiscal policy.
9. Show the empirical relationship between inflation and unemployment by Phillips Curve.
10. Define about classification of BOP account.
11. Industry A imports goods worth Rs. 200,000 from china and sells the goods to industry B for Rs. 40,000 and to industry C for Rs. 280,000. Industry B purchases goods worth Rs. 80,000 from industry M and sells the goods to industry C for Rs. 60,000 and export in India for Rs. 160,000. Industry C purchases goods from industry N worth Rs. 60,000 and sells the goods to household for Rs. 68,000. Using this information,

a) Compute GDPMP by value-added method.
b) Does this method avoid double counting? Give reasons.

12. Critically explain Keynesian theory of employment.
13. Consider the three-sector economy with following behavioural equations:

$C = 1000 + 0.75Y_d$, $T = 3000$, $I = 2000$, $G = 10000$

a) Find equilibrium level of income.
b) Calculate government expenditure multiplier.
c) Calculate tax multiplier.

14. What is global economy? Explain its current trends.

Group C: Comprehensive question /Case analysis /Situation analysis question

15. Read the following case carefully and answer the questions that follow:

Inflation has been a nagging problem plaguing the economies across the world at various times. As negative effects of inflation are enormous, adoption of various anti-inflationary policies becomes inevitable. Inflation targeting and its measurement have become the prerequisites in the macroeconomic policy matrix of the economies. Inflation being a significant economic concept affecting decision-making in business firms or other management units, there is an attempt to resolve the dilemma whether Consumer Price Index (CPI) is to be adopted or Wholesale Price Index (WPI) as a measure of Inflation. Though most of the major economies of the world have opted for CPI, WPI has its own merits too. As CPI and WPI differ conceptually in terms of their purpose and use, commodity coverage, weights, associated markets and the base year, both often show difference in direction and magnitude. Consequently, the choice continues to be difficult, if not arbitrary.

a. What are the types of inflation? Briefly explain.
b. Define various measures of inflation.
c. Show the role of anti-inflationary policy in containing inflation. **[5 + 5 + 5 = 15]**

***

Rajarshi Janak University

Faculty of Management

Model Question -2025

Bachelor of Business Administration

Course: Financial Accounting **Full Marks: 60**

Course Code: ACC 201 **Pass Marks: 24**

Year/Semester: First/II **Time: 3 hours**

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: Short Answer Questions

Attempt all questions **[5 × 2 = 10 marks]**

1. State any two limitations of financial accounting.
2. Name any two types of source documents.
3. Following transaction are provided to you:
   Started business with cash Rs. 200,000
   Purchased goods on credit for Rs. 30,000
   Sold goods costing Rs. 20,000 for Rs. 25,000
   Wages paid Rs. 3,000
   Required: Accounting equation
4. Following are the transactions related to purchase.
   Magh 1 : Purchased from Bishal Traders.
   250 pieces radios @ Rs.2,000 each
   100 mobile sets @ Rs. 5,000 each
   Magh 20 : Purchased from Nepal Electronics on credit.
   50 pieces tape recorders @ Rs. 2,000 each
   200 pieces radios @ Rs. 1,000 each
   Required: Purchase Book
5. Following cash transactions are provided to you:
   April 1, 2025 : Invested Rs. 100,000 cash.
   April 8, 2025 : Purchased goods for Rs. 20,000.
   April 10, 2025 : Purchased furniture from supplier on credit Rs. 10,000.
   April 14, 2025 : Sold goods for Rs. 15,000.
   Required: Cash book

Group B: Long Answer Questions

Attempt any seven questions **[7 × 5 = 35 marks]**

6. The following information has been assembled for the purpose of preparing bank reconciliation statement of Mahesh Company.
   a. The balance of the November 30 bank statement was Rs. 12,700. The cash account showed a Rs. 5,100 balance on the same date.
   b. Cheques under collection on November 30, Rs. 1,100.
   c. Outstanding cheques Rs. 6,800.
   d. Bank service charged for Rs. 100.
   e. Bill receivables collected by bank Rs. 2,000.

Required: Bank reconciliation statement of Mahesh Company for November 30.

7. The following are the balance in the account statements of Astha Company for the year ended 31st Chaitra, 2081.

Details	Rs.	Details	Rs.
Materials used	1,20,000	Depreciation	10,000
Wages and salary	25,000	Interest on loan	5,000
Factory overhead	40,000	Income tax paid	8,000
Sales	2,64,000	Dividend paid	9,000
Sales return	4,000	Closing stock	20,000
Office overhead	16,000	Opening stock	15,000
Selling overhead	12,000		

Required: Value Added Statement

8. On December 31, 2017, the following data were accumulated to assist the accountant in preparing the adjustment entries for Amrit Corporation.
   i. The supplies account balance on December 31 is Rs. 10,000. The supplies on hand on December 31 are Rs. 2,200.
   ii. The unearned rent account on December 31 is Rs. 4,800, representing the receipts of an advance payment on July 1 for 12 months' rent from tenants.
   iii. Wages accrued but not yet paid on December 31 are Rs. 3,000.
   iv. Fees accrued but unbilled on December 31 are Rs. 4,000.
   v. Depreciation of office equipment is Rs. 5,000

Required: Adjustment entries or December 31, 2017

9. Prepare Journal Entries and T-Accounts for the following transactions and also prepare Trial Balance for the month ending March 31, 2001:

March 1	Mr. Sharma invested Rs. 500,000 in exchange 50 shares of Shambu & Co.
March 3	Purchased a building for Rs. 150,000 for cash. The building valued two-third and the remainder of the value is assigned to the land.
March 5	Signed a promissory note with a bank in exchange of Rs. 50,000.
March 15	Paid Rent of Rs. 2,000 for March 2001.
March 21	Sold goods of Rs. 24,000.
March 30	Office supplies of Rs. 10,000 bought on credit.

10. The following data were taken from the financial statements of the Himal Furniture Company for the year 2021. The norms given below are composite industry average on various sources for industry composite data.

Balance Sheet as on December 31, 2021

Cash	Rs. 20,000	Accounts payable	Rs.100,000
Receivables	180,000	Bills payable	40,000
Inventories	200,000	Other current liabilities	60,000
Net fixed assets	400,000	Long term debt	100,000
		Net worth	500,000
Total assets	**800,000**	**Total claims on assets**	**800,000**

Income statement for the year ended December 31, 2021

Details	Amounts (Rs.)	Amounts (Rs.)

Net Sales revenue		Rs.1,200,000
Less: Cost of goods sold:		
Materials	Rs. 4,00,000	
Labor	3,50,000	
Heat, Light and Power	1,60,000	
Depreciation	40,000	900,000
Gross profit		300,000
Selling and administrative expenses:		210,000
Net operating profit (EBIT)		90,000
Less: Interest expenses		10,000
Net income before tax		80,000
Less: Tax expenses @ 40%		32,000
Net income after tax		**48,000**

Required: Compute the following ratios for the Himal Furniture Company:

a. Quick ratio b. Debt ratio
c. Inventory turnover ratio d. Net profit margin
e. Return on equity

11. The following trial balance was extracted from the books of Gauri Enterprises as on Ashadh 31, 2081:

Accounts	**Debit (Rs.)**	**Accounts**	**Credit (Rs.)**
Cash	20,000	Capital	300,000
Account receivable	40,000	Sales	550,000
Cost of goods sold	350,000	Account payable	50,000
Fixed assets	500,000	Rent income	80,000
Office expenses	40,000		
Selling expenses	30,000		
	980,000		980,000

Additional Adjustments:

a. Office expenses accrued Rs. 5,000
b. Provide depreciation on fixed assets 10%

Required: Prepare 10-columnworksheet.

12. The following trial balance was extracted from the books of Fishtail Trading, Pokhara as on December 31, 2021:

Accounts	**Debit (Rs.)**	**Accounts**	**Credit (Rs.)**
Account receivables	51,000	Common Stock	90,000
Advertising expenses	18,000	Sales	264,000
Rent	72,000	Account payable	14,000
Fixed assets	115,000	Interest income	42,000
Office expenses	40,000	10% Bank Loan	70,000
Salary expenses	13,000		
Income tax (Expenses)	7,000		
Cash	44,000		
Cost of goods sold	120,000		
	480,000		480,000

Additional Information:

i. Salaries due for the year Rs. 1,000

ii. Prepaid rent Rs. 6,000

iii. Interest on bank loan is due for the year.

Required:

a. Prepare income statement ending 31 December, 2021

b. Prepare balance sheet ending 31 December, 2021

13. What are accounting standards? Discuss the significance of accounting standards in standardizing accounting practices.

14. Define computerized accounting. Write its main features.

Group C: Comprehensive question /Case analysis /Situation analysis question

15. Lumbini Corporation is in the process of preparing its statement of cash flows for the year ended December 31, 2018. An income statement for the year and comparative balance sheets follows:

Details	**Dec.31, 2018**
Sales revenue	Rs. 550,000
Cost of goods sold	350,000
Gross profit	**200,000**
Less: Operating expenses:	
General, and administrative expenses	55,000
Depreciation expenses	75,000
Loss on sale of plant assets	5,000
Total Expenses and losses	**135,000**
Income before interest and taxes	65,000
Less: Interest expenses	15,000
Income before taxes	50,000
Less: Income tax expense	7,000
Net Income after tax	**33,000**

Details	**2018**	**2017**
Current assets :		
Cash	Rs. 31,000	Rs. 40,000
Accounts receivable	90,000	75,000
Inventory	80,000	95,000
Prepaid rent	12,000	16,000
Total current assets	**213,000**	**226,000**
Land	250,000	170,000
Plant and equipment	750,000	600,000
Accumulated depreciation	(310,000)	(250,000)
Total long-term assets	**690,000**	**520,000**
Total assets	**903,000**	**746,000**
Current liabilities		
Accounts payable	155,000	148,000
Other accrued liabilities	32,000	26,000
Income taxes payable	8,000	10,000

Total Current liabilities	**195,000**	**184,000**
Long-term bank loan payable	100,000	130,000
Common stock	350,000	200,000
Retained earnings	258,000	232,000
Total stockholders' equity	**608,000**	**432,000**
Total liabilities and stockholders' equity	**903,000**	**746,000**

Dividends of Rs.7,000 were declared and paid during the year. New plant assets were purchased for Rs.195,000 in cash during the year. Also, land was purchased for cash. Plant assets were sold during 2018 for Rs.25,000 in cash. The original cost of the assets sold was Rs. 45,000, and their book value was Rs.30,000. Additional stock was issued for cash, and a portion of the bank loan was repaid.

Required: A cash flow statement showing cash from operating, investing and financing activities using the direct method. (6 + 4 + 4 + 1)

*****

Rajarshi Janak University

Faculty of Management

Model Question -2025

Bachelor of Business Administration

Course: Business Sociology and Demography **Full Marks: 60**

Course Code: SOC201 **Pass Marks: 24**

Year/Semester: First/II **Time: 3 hours**

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: Short Answer Questions

Attempt all questions **[5 × 2 = 10 marks]**

1. Mention two benefits of applying sociological knowledge in marketing.
2. How can structural functionalism be applied in business management?
3. Write any two differences between acculturation and enculturation.
4. Mention any two ways demographic change affects business strategy.
5. How does Bhandari's perspective relate social inequality to business?

Group B: Long Answer Questions

Attempt any seven questions **[7 × 5 = 35 marks]**

6. Define social norms and values. Discuss their key characteristics and explain how they guide human behavior in society.
7. Discuss any five ways in which globalization and technological advancement have transformed social life.
8. Why is understanding cultural dimensions important for managers in multinational companies? Discuss with reference to Hofstede's model.
9. What is demographic dividend? How can it create opportunities for business in Nepal?
10. Discuss the importance of urban planning in facilitating sustainable business development.
11. Mention any five ways in which sociological theories (like functionalism, conflict theory, or symbolic interactionism) are useful in business and management.
12. What is socialization? Discuss the role of different agents (e.g., family, school, and media) in the socialization process.
13. Identify and discuss major demographic challenges in Nepal such as aging population, youth unemployment, and migration.
14. Evaluate how urbanization influences market development and consumer behavior.

Group C: Comprehensive question /Case analysis /Situation analysis question

15. Read the following case and answer the questions given below: **[3 × 5 = 15 marks]**

Nepal stands at a demographic crossroads. On one hand, it has a large youth population that presents a potential demographic dividend, while on the other hand, it is struggling with youth unemployment, increasing outmigration, and a gradually aging population. In recent years, demographic data from censuses, surveys, and vital statistics have revealed that while urban areas are rapidly expanding and offering new business opportunities, rural areas are being left behind due to lack of infrastructure, limited access to education, and high dependency ratios.

Businesses in Nepal must now adapt to these changing population dynamics. To do so, they must understand the distribution, composition, and classification of the population, as well as use demographic tools to make informed decisions. In addition, Bhandari's conflict perspective suggests that growing social and economic inequalities may hinder equitable access to markets and resources, especially for businesses aiming to serve underprivileged or marginalized communities. In this context, the government and private sector are jointly seeking ways to utilize population as a resource, invest in human capital, and ensure that demographic change informs business strategy and planning.

Questions:

a. What are the major demographic challenges currently faced by Nepal?
b. Discuss how urban expansion creates both opportunities and challenges for businesses in Nepal.
c. Apply Bhandari's conflict perspective to analyze how inequality in population access to education, employment, and services affects business growth and equity.

*****

Rajarshi Janak University
Faculty of Management
Model Question -2025

Bachelor of Business Administration

Course: Organizational Behavior **Full Marks: 60**
Course Code: MGT 202 **Pass Marks: 24**
Year/Semester: First/II **Time: 3 hours**

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: Short Answer Questions

Attempt all questions **[5 × 2 = 10 marks]**

1. Mention any two key elements of organizational behaviour.
2. What is organizational culture?
3. Define transformational leadership in brief.
4. Define workplace diversity with an example.
5. Define perception.

Group B: Long Answer Questions

Attempt any seven questions **[7 × 5 = 35 marks]**

6. Explain the basic assumptions of Organizational Behaviour.
7. Describe any five determinants of personality.
8. Discuss the stages of group development as per Tuckman's model.
9. Illustrate how emotional intelligence contributes to effective leadership.
10. Write a short note on resistance to change and strategies to overcome it.
11. Discuss the perceptual process and its implications in decision-making within organizations.
12. What are the various types of conflict? Explain how negotiation can help resolve conflicts in an organization.
13. What is stress? Discuss the approaches to manage it effectively in organizations.
14. Analyze the impact of technology on organizational behavior and employee interaction.

Group C: Comprehensive question /Case analysis /Situation analysis question

15. Read the following case and answer the questions given below: **[3 × 5 = 15 marks]**

Tech Nova Pvt. Ltd., a mid-sized software development company, recently transitioned to a hybrid working model post-pandemic. Initially, employees enjoyed the flexibility, but over time, issues began to surface decreased collaboration, lack of motivation, and difficulty in team coordination. The leadership team, led by CEO Rina Sharma, noticed a decline in project efficiency and employee satisfaction. Rina introduced various measures including digital collaboration tools, team-building activities, and performance-based incentives. However, she faced resistance from some long-time managers who preferred traditional supervision methods. In an effort to foster adaptability and innovation, Rina also started cultural transformation programs to shift the organizational mindset toward agility and digital innovation.

Questions:

a. Identify the key organizational behavior issues faced by Tech Nova Pvt. Ltd. during the transition.
b. Analyze Rina Sharma's leadership approach. Which leadership style does she demonstrate and why?
c. What resistance to change is evident in the case, and how can it be addressed?

*****