RAJARSHI JANAK UNIVERSITY

FACULTY OF MANAGEMENT

OFFICE OF THE DEAN

Bachelor of Business Administration (BBA)

Model Questions

Second Year – Fourth Semester

Effective from the Academic Batch of 2024 AD

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 -2026

Bachelor of Business Administration (BBA)	**Credit Hours: 3**
Course: Legal Environment of Business	**Full Marks: 60**
Course Code: MGT 403	**Pass Marks: 24**
Year/Semester: Second/IV	**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: Brief Answer Questions

Attempt all questions. [5 × 2 = 10 Marks]

1. Define Business law.
2. State types of breach of contract?
3. What is contract of agency?
4. Define quasi contract.
5. What is cyber law?

Group B: Short Answer Questions

Attempt any seven questions [5 x 7 =35Marks]

6. Discuss importance of business law in ensuring fair business practices.
7. Discuss essentials of a valid contract.
8. Discuss legal effect of agreement made with the person of unsound mind.
9. Differentiate between common and private carrier.
10. Describe exceptions to general rule ‘No consideration no Contract’.
11. Explain general rule of agency.
12. Explain legal process of company incorporation in Nepal.
13. Discuss importance of intellectual property.
14. Discuss transfer of title by non-owner.

Group C: Comprehensive Question/Case analysis

15. Read the following case and answer the questions: [15 marks]

Ramesh agreed to sell his laptop to Suresh for Rs. 60,000. They agreed that Suresh would pay Rs. 20,000 as an advance and the remaining Rs. 40,000 when the laptop was delivered. Both parties agreed to the price and terms, and Suresh paid the advance.

However, before delivering the laptop, Ramesh received another offer of Rs. 70,000 from Hari. Ramesh decided to sell the laptop to Hari instead and refused to deliver it to Suresh. Suresh demanded either delivery of the laptop or return of his advance with compensation for the loss suffered.

Questions

1. Was a valid contract formed between Ramesh and Suresh? Give reasons. (5 marks)
2. Did Ramesh breach the contract by selling the laptop to Hari? Explain. (5 marks)
3. What remedies can Suresh claim against Ramesh for the breach of contract? (5 marks)

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RAJARSHI JANAK UNIVERSITY
FACULTY OF MANAGEMENT
Model Question -2026

Bachelor of Business Administration (BBA)	**Credit Hours: 3**
Course: Business Research Methodology	**Full Marks: 60**
Course Code: MGT 404	**Pass Marks: 24**
Year/Semester: Second/IV	**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: Brief Answer Questions

Attempt all questions. [5 × 2 = 10 Marks]

1. Define business research and mention any two characteristics of scientific research.

2. What is a research paradigm?

3. Differentiate between basic research and applied research.

4. What is a review of literature? Mention any two purposes of reviewing literature in business research.

5. What is a research hypothesis? Give one suitable example of a testable hypothesis.

Group B: Short answer Question

Attempt Any Seven. [7 × 5 = 35 Marks]

6. Explain the meaning, nature and importance of management research.

7. Explain the process of review of literature. Discuss how a researcher can identify a research gap from the existing literature.

8. Differentiate between Citation and References with examples.

9. Explain the meaning the Research problem. Discuss the major sources from which research problems can be identified.

10. Differentiate between quantitative and qualitative research designs. And also explain the methods of quantitative research designs.

11. What do you mean by variables? Explain its types.

12. What are the scales commonly used in business research?

13. Explain the Methods of primary data collection.

14. What are the qualities of good research report?

Group C: Comprehensive answer question or Case Study

15. Case Study [1 × 15 = 15 Marks]

A commercial bank has recently introduced a new digital banking system. After six months, the management observes that some employees are able to use the system efficiently while others continue to make frequent errors. The Human Resource Department believes that differences in the quality and frequency of employee training may explain differences in employees' work performance.

The management wants to conduct a research study to determine whether employee training has a significant effect on work performance. Before collecting primary data, the researcher reviews previous studies on employee training, employee competence and work performance. The researcher identifies that previous studies have produced mixed findings and that very few studies have examined this relationship in the context of commercial banks in Nepal.

Questions:

a. Identify the research problem presented in the case.

b. Identify the independent variable and dependent variable in the proposed study.

c. Explain how review of literature and identification of the research gap can justify this research.

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RAJARSHI JANAK UNIVERSITY
FACULTY OF MANAGEMENT
Model Question -2026

Bachelor of Business Administration (BBA) **Credit Hours: 3**
Course: Financial Management **Full Marks: 60**
Course Code: FIN 402 **Pass Marks: 24**
Year/Semester: Second/IV **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: Brief Answer Questions

Attempt all questions. [5 × 2 = 10 Marks]

1. Define financial management.
2. Illam herbs tea inc. has Rs. 2 billion in sales and Rs.0.6 million in fixed assets. Currently the company's fixed assets are operating at Rs.80 percent of capacity. What level of sales could the company have obtained if it had been operating at full capacity?
3. Explain the approaches for reducing the cash conversion cycle.
4. Define commercial paper.
5. What do you mean by interest rate parity?

Group B: Short answer questions

Attempt any seven [7x5=35 Marks]

6. The balance sheet of moon trading company as of December 31st 2025 is shown below.

Balance sheet as of December 31st 2025

Cash	10,000	Account payable	70,000
Accounts	150,000	Accruals	30,000
Inventories	250,000	Note payable	100,000
Net fixed assets	750,000	Long term debt	300,000
		Common stock	500,000
		Retained earnings	250,000
Total assets	12,50,000	Total liabilities and equity	12,50,000

Sales in 2025 ware Rs. 10,00,000 which are expected to increase by 25% or to Rs. 12,50,000 in 2026. All assets are utilized to full capacity. The profit margin of the firm is 10% and the firms expect to maintain retention ratio of 30%

Required: Project balance sheet of the company for the year 2026 showing additional fund required.

7. The XYZ Ltd. has an inventory conversion period of 65 days, a receivable conversion period of 40 days, and a payable deferral period of 35 days.

a) What is the length of the firm's cash conversion cycle?

b) If corporation's annual sales are Rs 3,60,000 and all sales are on credit , what investment in account receivables ?

c) How does inventory turnover and payable deferral period effects to CCC ?

8. STT needs to borrow Rs 2,00,000 for 1 year . Sanima Bank has offered to lend funds at a 9 percent annual rate subject to a 10 percent compensating balance whereas NB Bank has offered to lend the funds at a 9 percent annual rate with discount loan terms. The principal of both loans would be payable at maturity as a single sum.

a) Calculate the effective annual rate of interest on each loan.

b) Which offer is the best for the firm ?

c) is the source with the lowest expected cost necessarily the source to select? Why or why not?

9. .Following is the net cash flows of project A and Project B:

Year	Project A	Project B
0	-Rs,1,00,000	-Rs.1,00,000
1	Rs.40,000	Rs.50,000
2	40,000	30,000
3	40,000	30,000
4	40,000	50,000
5	40,000	40,000

Cost of capital is 12%

Which project is best under NPV criteria?

10. .What do you mean by dividend policy? Explain the dividend payment procedure.

11. Define wealth maximization objective and in what circumstances better than profit maximization?

12. According to the exchange rates published by Nepal Rastra Bank on march 19, 2026, USD1= NR125.40 and SGD 1= NR72.09 and SGD 1= INR45.35. Calculate the cross rate between US Dollar and Indian Rupee (INR)? Also interpret result.

13. in 2023 the oxide company paid Rs. 1125000 dividend in total for the past ten years, earnings have grown at a constant rate of 10 percent. After tax income was rs. 3750000 for 2023. However in 2024 earnings were rs.6750000 with investment of Rs. 5000000. Company,s past dividend ratio is 30%. Calculate dividends for 2024 if company follows each of the following policies.

a) its dividend payment is stable.

b) it continues the 2023 dividend payout ratio.

c) it uses a pure residual dividend policy 30% investment was financed with debt.

Group C: Comprehensive Question

Long answer questions [15x1=15 Marks]

14. DDC Company is planning to replace a packaging machine with new automatic and efficient one. The old machine has present book salvage value of Rs.60,000 and. remaining life of five years. The firm does not expect to realize any return from scrapping the old machine in five years. But the firm' sell the machine now for Rs.26,500 in any market. The old machine depreciated towards zero salvage value on straight line basis.

    The new machine has a purchase price of Rs.1 20,000 and has an estimated life of five years and at the end of its life it-can be sold for Rs.15,000. It is expected that in total annual saving of Rs.22,000 will be realized if the new machine is installed. The marginal tax rate is 20% and cost of capital 10%. The firm follows the SLM of depreciation.

Required: Should the new machine be installed? Give your decision on the basis of net present value and Payback period criteria.

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RAJARSHI JANAK UNIVERSITY

FACULTY OF MANAGEMENT

Model Question -2026

Bachelor of Business Administration (BBA) — **Credit Hours: 3**
Course: Management Accounting — **Full Marks: 60**
Course Code: ACC 403 — **Pass Marks: 24**
Year/Semester: Second/IV — **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: Brief Answer Questions

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

1. State two key differences between Financial Accounting and Management Accounting.

2. Differentiate between product cost and period cost.

3. Define Contribution Margin Ratio (P/V Ratio).

4. Define Fixed Budget.

5. Consider the following information:

Fixed cost …………………………………… Rs 60,000

Loss ……………………………………...….. Rs 20,000

Required: a) Contribution margin

b) Contribution margin if profit be Rs. 45000.

Group – B: Short Answer Questions

Attempt any Seven Questions **(7 X 5 = 35 Marks)**

6. You are provided the following information:

Cost items	**10,000 units**	**20,000 units**
Indirect labour …………………………………………..	Rs. 1,00,000	Rs. 2,00,000
Indirect materials…………………………………………	2,10,000	4,20,000
Supervision ………………………………………………	1,20,000	1,40,000
Power ……………………………………………………	90,000	1,30,000
Depreciation ……………………………………………..	2,50,000	2,50, 000
Rent ……………………………………………………..	1,50,000	1,50,000
Total	9,20,000	12,90,000

Required:
(a) Identify the semi-variable cost
(b) Segregate the semi-variable costs into variable and fixed cost.
(c) Total variable cost per unit
(d) Total fixed cost
(e) Total cost for the output of 30,000 units

7. A company provides you the following information:

Production……………………………………………………….20,000 units

Opening stock... 5,000 units

Closing stock ……………………………………………………3,000 units

Fixed manufacturing overhead……………………………………Rs. 30 per unit

Selling price per unit...Rs. 70

Variable selling and administrative overhead……………………. Rs. 5 per unit

Fixed selling and administrative overheads……………………… Rs. 2,60,000

Prime cost.. Rs.15

Variable factory overheads………………………………………. Rs. 9

Over absorption of manufacturing overhead................................ Rs. 60,000

Required: Income statement under

(a) Absorption costing

(b) Variable costing

8.The fixed cost amounts to Rs. 50,000 and the percentage of variable costs on sales is given to be 80%. The sales revenue is Rs. 3,00,000 at 100% capacity.

Required:

(a) Break-even sales
(b) Margin of safety
(c) Break even ratio
(d) Margin of safety ratio

9.Janaki Metal Industries Ltd. gives you the following standard and actual data:

Workers	Standard		Actual	
	No. of staff (Nos.)	Rate per hour (Rs)	No. of Staff (Nos.)	Rate per hour (Rs.)
Men	7	5	5	4
Women	3	2.5	5	3

Actual hour needed to work and paid: 48 hours in a week.

Normal output per gang hour: .25 units

Actual output: 1000 units

Required:

All the possible labour variances

10.A company is running at 60% capacity and produced 8,400 units of output with the following costs data:

Items	**Per unit costs**
Direct material…………………………………………………………	Rs. 20
Direct wages…………………………………………………………	15
Direct expenses………………………………………………………	12
Factory overhead (40% fixed)……………………………………………	10
Office overhead (40% variable)………………………………………...	10
Selling overhead (70% fixed)……………………………………………..	6

Required:

Flexible budget for 50% & 75% capacity utilization.

11. The following income statement of XYZ Company with multiple product A and B isprovided:

Products	A	B	Total
Sales units	5,000	7,000	12,000
Net sales revenue (Rs.)	120,000	231,000	351,000
Less: Variable cost:			
Direct material Rs.3/kg	30,000	63,000	93,000
Direct labour Rs.4/hour	20,000	56,000	76,000
Variable overhead	40,000	42,000	72,000
Total variable cost	90,000	161,000	241,000
Contribution margin	30,000	70,000	100,000
Less: Fixed cost:			
Department fixed cost	20,500	24,000	44,500
Joint fixed cost	16,000	22,000	38,000
Total fixed cost	36,500	46,000	82,500
Net income before tax	(6500)	24,000	17,500

The company is suffering loss from product “A" for many years. So, it is considering dropping the product "A" from the segment.

Required: Differential analysis to find whether the company should drop product 'A'

12. What is making or buy decision? Write about qualitative factors that should be considers in make or buy decision.

13. Define target costing. How does target costing differ from traditional costing method?

Group – C

Comprehensive question/ Case Analysis/ Situation analysis questions. [1 X 15 = 15 Marks]

14. Butwal Rice Ltd. is a manufacturer of a high-quality beaten rice. Its products are highly demanded in Western Nepal. Its sixmonth sales plan is as under:

Month	January	February	March	April	May
Sales (Kg)	80,000	90,000	100,000	100,000	112,000

One kg of paddy is required for 500 gms of rice. Inventory of rice and paddy as on December 31, 2024 was 80,000 kg and 180,000 kgs. respectively. The price per kg of paddy is estimated to be Rs 4. Direct labour involved in production is Rs 2 per kg. of beaten rice. The other production overheads are 400% of labour costs. Both finished and raw material inventory will be equal to following month's production need and sales need.

Required:

(a) Production budget for 3 months ending March.

(b) Raw material purchase budget for 3 months ending March.

(c) Cost of goods sold budget using marginal costing concept.

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RAJARSHI JANAK UNIVERSITY

FACULTY OF MANAGEMENT

Model Question -2026

Bachelor of Business Administration (BBA)	**Credit Hours: 3**
Course: Business Environment	**Full Marks: 60**
Course Code: MGT 405	**Pass Marks: 24**
Year/Semester: Second/IV	**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 business environment.
2. What is SWOT analysis?
3. What is meant by economic policy?
4. Define socio-cultural environment.
5. What is globalization?

Group B: Short/Long Answer Questions

Attempt any seven questions [7 × 5 = 35 Marks]

6. Why is environmental analysis important for business decision-making?
7. What is environmental scanning? Explain the process of conducting SWOT and PESTLE analysis for a business organization.
8. Explain the major characteristics of the Nepalese economy. Discuss any three major economic problems or challenges faced by Nepal.
9. Explain the role of remittance, foreign employment, and tourism in the Nepalese economy.
10. Explain the political and administrative structure of Nepal. How can political conditions and government-business relations influence business activities?
11. Discuss the major laws and regulatory frameworks affecting businesses in Nepal.
12. Explain the major components of the socio-cultural environment. How do demographic changes, culture, values, and consumer behaviour influence business and marketing practices?
13. Discuss the importance of digital transformation and technology transfer for Nepalese businesses.
14. What is globalization? Explain its major drivers and discuss the opportunities and challenges created by globalization for Nepalese businesses.

Group C: Comprehensive Question or Case Study

15. Case Study: Changing Business Environment of a Nepalese Enterprise [15 Marks]

Mithila Agro Products Pvt. Ltd., a growing Nepalese company based in Madhesh Province, produces and markets processed agricultural products such as pickles, spices, packaged grains, and other local food products. The company initially focused on local markets but has recently planned to expand its business to Kathmandu and other major cities of Nepal.

The company is facing several changes in its business environment. Rising production costs, changing consumer preferences, increased competition, technological development, government regulations, and difficulties in accessing finance are affecting its operations. At the same time, growing demand for locally produced and healthy food products has created new opportunities.

The management is also considering using digital marketing and e-commerce platforms to reach customers outside its local market. It is exploring modern production technologies and sustainable packaging. However, the company is concerned about competition from imported products, changing government policies, infrastructure limitations, and the possibility of entering regional markets through SAFTA and other regional trade arrangements.

The management wants to conduct an environmental analysis before making its expansion decision.

Questions:

a. Identify and explain four major external environmental factors affecting Mithila Agro Products. [4]

b. Prepare a brief SWOT analysis of the company based on the information given in the case. [4]

c. Explain how technological development and changing consumer behaviour can create opportunities for the company. Suggest two suitable strategies. [3]

d. Identify two major economic or political challenges the company may face during its expansion and explain how they could affect business operations. [2]

e. How can globalization and regional trade cooperation create opportunities for Mithila Agro Products? Mention two possible opportunities. [2]

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RAJARSHI JANAK UNIVERSITY
FACULTY OF MANAGEMENT
Model Question 2026

Bachelor of Business Administration (BBA) — **Credit Hours: 2**

Course: Academic Writing — **Full Marks: 60**

Course Code: ENG 403 — **Pass Marks: 24**

Year/Semester: Second/IV — **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: Brief Answer Questions

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

1. Define academic writing and mention one of its distinguishing features.
2. Write your understanding of 'brainstorming'.
3. What is digital literacy? Name one scholarly search platform used in academic study.
4. State one difference between paraphrasing and summarizing.
5. What is academic integrity? Mention one practice that helps maintain it.

Group B: Short Answer Questions

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

6 Explain any five features of effective academic writing with suitable examples.

7. Describe the major stages of the writing process. Show how revising differs from editing and proofreading.
8. Differentiate between paraphrasing, summarizing, and synthesis in academic writing in terms of technique, meaning, purpose, and length.
9. What are the essential components of an abstract and a mini-research report? Briefly explain their functions.
10. Discuss the responsible uses and limitations of any two AI-assisted tools in academic writing. Include measures for protecting originality and academic integrity.
11. Explain how Google Scholar, JSTOR, ResearchGate, and online journals can support literature-based academic writing. How would you assess the credibility of the materials found?
12. Distinguish APA and MLA styles with reference to in-text citation and reference-list conventions. Provide one illustrative example of each style.

13. What is plagiarism? Explain four practical strategies students can use to avoid it while paraphrasing, quoting, synthesizing, and citing sources.

Group C: Comprehensive question /Case analysis

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

A group of BBA students at Rajarshi Janak University was assigned a seminar paper on the impact of digital payment systems on small businesses in Madhesh Province. They began by searching Google and copied several paragraphs from blogs and an online report into a shared Google Doc. One member used ChatGPT to generate the introduction and QuillBot to rewrite copied material, but the group did not verify the claims or record the sources. Another member added statistics from Google Scholar, yet no in-text citations or reference list was included. The final paper had useful ideas but lacked a clear outline, used inconsistent writing styles, and included a few references that could not be traced. Turnitin showed substantial text similarity. Their teacher returned the paper and asked the group to revise it through an ethical, research-based writing process.

Questions:

a. Identify and explain five weaknesses related to academic writing, source use, and research ethics in the students' paper.

b. Recommend a step-by-step revision process the group should follow, from planning and source evaluation to proofreading and submission.

c. Explain how the students can use AI tools, Google Scholar, a citation manager, and Google Docs responsibly to improve the paper while maintaining academic integrity.

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