



**National Officers Academy**  
**Mock Exams CSS-2022**  
**April 2022(Final Mock)**  
**BUSINESS ADMINISTRATION**

<b>TIME ALLOWED: THREE HOURS</b>	<b>PART-I (MCQS)</b>	<b>MAXIMUM MARKS = 20</b>
<b>PART-I(MCQS): MAXIMUM 30 MINUTES</b>	<b>PART-II</b>	<b>MAXIMUM MARKS = 80</b>
<b>NOTE:</b> <ol style="list-style-type: none"><li>i. <b>Part-II</b> is to be attempted on the separate <b>Answer Book</b>.</li><li>ii. Attempt <b>ONLY FOUR</b> questions from <b>PART-II</b>. <b>ALL</b> questions carry <b>EQUAL</b> marks.</li><li>iii. All the parts (if any) of each Question must be attempted at one place instead of at different places.</li><li>iv. Write Q. No. in the Answer Book in accordance with Q. No. in the Q. Paper.</li><li>v. No Page/Space be left blank between the answers. All the blank pages of Answer Book must be crossed.</li><li>vi. <b>Use of calculator is allowed.</b></li></ol>		

**PART – II**

**Q. No. 2.** Describe major functions of Management. Discuss its significance for modern business organizations. (10+10=20)

**Q. No. 3.** Discuss the evolution of ‘marketing concept’. Compare ‘marketing concept’ with ‘selling concept’. Also discuss Production concept and Product Concept. (20)

**Q. No. 4** What are the internal sources of Job candidates ? How can managers forecast the supply of internal candidate? (20)

**Q. No. 5.** What do you know about **MARKETING MIX** and how its effect on increasing the sales volume of a company? (20)

**Q. No. 6.** What is the bullwhip effect and how does it relate to lack of coordination in the supply chain? (20)

**Q. No. 7.** An international manufacturing concern has provided the income statement data. Give formulas to calculate the following ratios. Also explain how to interpret them? (20)

- (i) Current ratio
- (ii) Quick ratio
- (iii) Average collection period
- (iv) Time interest earned
- (v) Inventory turnover

**Q. No. 8.** Discuss the three common capital budgeting decision techniques with examples and formulas. (20)

\*\*\*\*\*

***Best Wishes for CSS-2022***