



National Officers Academy
Mock Exams CSS-2023
December 2022(Final Mock)
BUSINESS ADMINISTRATION

TIME ALLOWED: THREE HOURS	PART-I (MCQS)	MAXIMUM MARKS = 20
PART-I(MCQS): MAXIMUM 30 MINUTES	PART-II	MAXIMUM MARKS = 80

NOTE:

- i. **Part-II** is to be attempted on the separate **Answer Book**.
- ii. Attempt **ONLY FOUR** questions from **PART-II**. **ALL** questions carry **EQUAL** marks.
- iii. All the parts (if any) of each Question must be attempted at one place instead of at different places.
- iv. Write Q. No. in the Answer Book in accordance with Q. No. in the Q. Paper.
- v. No Page/Space be left blank between the answers. All the blank pages of Answer Book must be crossed.
- vi. **Use of calculator is allowed.**

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-2023