



**National Officers Academy**  
**Mock Exams CSS-2022**  
**March 2022(Mock-8)**  
**BUSINESS ADMINISTRATION**

**TIME ALLOWED: THREE HOURS**

**PART-I(MCQS): MAXIMUM 30 MINUTES**

**PART-I (MCQS)**

**MAXIMUM MARKS = 20**

**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.** Briefly explain Functions of Management. Discuss various steps involved in planning process in any business organization. (20)

**Q. No. 3.** What do you know about **MARKETING MIX** and Discuss the role of marketing mix in Strategy for a new, high quality brand of shoes? (20)

**Q. No. 4. (a)** What is the difference between recruitment and selection, how managers can avoid negligent hiring.

**(b)** Discuss different types of training in an organization. (12+8)

**Q. No. 5.** What are the various types of Pricing? Compare the important features of 'Value – Based Pricing', 'Good – Value Pricing' and 'Value – Adding Pricing'. (20)

**Q. No. 6.** What does a company need to do to achieve strategic fit between the supply chain and competitive strategies? (20)

**Q. No. 7. (a)** What is ratio analysis? List four ratios and explain what they are used for (8)

**(b)** Following are the selected data taken from Books of A Ltd at the end of year 2005:

(12)

Cash	Rs. 108,000
Account Receivable beg	380,000
Account Receivable end	350,000
Marketable Securities	142,000
Merchandise Inventory beg	120,000
Merchandise Inventory end	150,000
Accounts Payable	200,000
Bills Payable	50,000
Credit Sales (Net)	18,25,000
Cost of Goods Sold	540,000
Total Operating Expenses	600,000

**REQUIRED:** On the basis of above information, find out:

1. Net Working Capital
2. Current Ratio
3. Quick Ratio
4. Inventory Turnover
5. Account Receivable Turnover
6. Gross Profit Percentage
7. Net Profit Percentage
8. Operating expense Rate
9. Super Quick Ratio
10. Operating Profit Percentage

**Q. No. 8. (a)** Discuss the scope of FINANCIAL MANAGEMENT, describe different types of financial markets and financial securities? (10)

**(b)** ABC company is considering a new product line to supplement its range line. It is anticipated that the new product will involve cash investment of Rs.700,000 at time 0 and Rs.1.0m in year 1, after tax cash inflows of Rs.250,000 are expected in year 2, Rs.300,000 in year 3, Rs.350,000 in year 4, and Rs.400,000 thereafter through year 10. Through the product line might be viable after year 10, company prefers to be conservative and end all calculations at that time. (10)

**Required**

- (a) If the required rate of return is 15% what is the net present value of the project, is it acceptable?
- (b) What is its internal rate of return?

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*Best Wishes for CSS-2022*