



National Officers Academy
Final Mock for Special CSS & Mock-6 for CSS-2024
September 2023
BUSINESS ADMINISTRATION

TIME ALLOWED: THREE HOURS PART-I(MCQS): MAXIMUM 30 MINUTES	PART-I (MCQS) MAXIMUM MARKS = 20 PART-II MAXIMUM MARKS = 80
NOTE: <ol style="list-style-type: none">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. Compare the advantages of mass marketing to those of market segmentation for a company. Discuss with relevant business examples. (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 Tiger Corporation is considering to invest in a given project. After tax cash flows of the project are given below:

Years	Project \$
Initial Cash Flows	150,000
1	50,000
2	56,000
3	64,000
4	68,000
5	72,000

Determine Payback Period, Net Present Value and Profitability Index using 13% as required rate of return (20)

Q. No. 8.

ABC Industries
Balance sheet ending Dec 31, 2020

Asset	Rs.	Liabilities and stockholder's equity	Rs.
Cash	32,720	Accounts payable	120,000
Marketable securities	25,000	Notes Payable	-----
Account receivable	-----	Accruals	20,000
Inventory	-----	Total current liabilities	-----
Total Current Asset	-----	Long term debt	-----
Net fixed Asset	-----	Stockholder's equity	600,000
Total Assets	-----	Total Liabilities and stockholder's equity	-----

The following financial data for 2016 is also available

- (a) Sales totaled 1,800,000
- (b) The Gross profit margin was 25%
- (c) Inventory turnover was 6.0
- (d) There are 365 days in the year.
- (e) The average collection period was 40 days
- (f) The current ratio was 1.60
- (g) The total asset turnover ratio was 1.20
- (h) The debt ratio was 60%

Complete the 2020 balance sheet for ABC Industries using the given information (20)

Best Wishes for Special CSS & CSS2024