



National Officers Academy
Final Mock for CSS-2025
January 2025
BUSINESS ADMINISTRATION

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

NOTE:
<ul 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. Discuss the contingency factors that affect planning. Describe how managers can effectively plan in today’s environment. (20)

Q. No. 3. What do you know about **MARKETING MIX** and how its effect on increasing the sales volume of a company? (20)

Q. No. 4. What criticism has been levelled against scientific approach to management? How the scientific approach to management is compared with behavioural approach? (20)

Q. No. 5. What is Integrated Marketing Communication? Comment on its major components. (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) Which financial ratios would you be most likely to consult if you were the following? And why?

- A) A banker considering the financing of seasonal inventory
- B) A wealthy Equity Investor
- C) The Manager of a pension fund considering the purchase of a firm’s bonds
- D) The president of a consumer products firm

(10)

(Part - b) Following are the selected data taken from Books of A Ltd at the end of year 2005: (10)

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. 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 Expenses Rate

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?

Best Wishes for CSS2025