

**BBA Program**  
**Semester: 232 (4<sup>th</sup> Level)**

**Course Title: Auditing**

**Date: October 10, 2025**

**Instructions**

- Answer the all questions in your own handwriting on A4 size white paper.
- Fill-in the cover page of your assignment with care.
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**Questions**

1. (a) Define auditing and explain its scope and importance in financial reporting.  
(b) Discuss the main purposes and benefits of auditing in modern organizations.  
(c) What are the different types of audits based on scope, frequency, and techniques?
2. (a) Differentiate between audit evidence and audit documentation.  
(b) What are the various methods of collecting audit evidence?  
(c) Discuss the characteristics of reliable and sufficient audit evidence.
3. (a) Define internal control and explain its components with examples.  
(b) What are the objectives and features of an effective internal control system?  
(c) Explain internal check. How does it differ from internal control and internal audit?  
(d) What is the role of internal control in fraud prevention

**Course Title: Auditing**

**Date: October 31, 2025**

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**Questions**

1. (a) Define audit sampling. Why is it necessary in auditing?  
(b) What are the different types of sampling used in audit procedures?  
(c) Explain sampling risk and how it affects audit conclusions.  
(d) Describe the stages involved in an audit sampling plan.
2. (a) What is vouching? Explain its role and objectives in auditing.  
(b) How does verification differ from vouching? Provide practical examples.  
(c) Describe the procedure for vouching cash receipts and cash payments.
3. (a) What are the key issues to consider while verifying contingent liabilities?  
(b) How is verification of liabilities carried out? Provide examples.  
(c) What challenges may arise in vouching fictitious entries?  
(d) What audit procedures should be adopted for verification of investments?

**Course Title: Auditing**

**Date: November 21, 2025**

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**Questions**

1. (a) Who can be appointed as an auditor of a company? Explain qualifications and disqualifications.  
(b) Discuss the procedures for appointment and reappointment of company auditors.  
(c) Under what conditions can an auditor be removed before the expiry of his/her term?
2. (a) Define audit report. How does it differ from an audit certificate?  
(b) What are the essential contents of an audit report as per the Companies Act?  
(c) Define “true and fair view.” What factors guide an auditor in forming this view?
3. (a) What are the main objectives and benefits of conducting a management audit?  
(b) Explain the scope and procedures involved in a tax audit.  
(c) How does a performance audit help in assessing efficiency and effectiveness?

## Bangladesh Open University

BBA Program

Semester: 232 (4th Level)

Course Title: Financial Accounting-II

Due on: October 10, 2025

Instructions

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Questions	Bloom's Taxonomy Level
<p>1. (a) Identify and explain each of the principles that should be followed in the development of an accounting information system.</p> <p>(b) The following transactions of Raisa Company regarding cash receipts for the month of July 2025:</p> <p>2025</p> <p>July 1 Munna makes an investment of Tk. 8,00,000 in the business.</p> <p>5 Sold merchandise for cash total Tk. 6,00,000 (cost, Tk. 5,00,000).</p> <p>10 Received a check for Tk. 3,92,000 from Sherkhan Company in payment of invoice No. 201 for Tk. 4,00,000 less a 2% discount.</p> <p>16 Sold merchandise for cash total Tk. 5,00,000 (cost, Tk. 3,00,000).</p> <p>18 Received a check for Tk. 3,88,000 from Shakti Company in payment of invoice No. 202 for Tk. 4,00,000 less a 3% discount.</p> <p>20 Received cash by signing a note for Tk. 2,00,000.</p> <p>24 Received a check for Tk. 4,90,000 from Shilpy Company in full settlement for invoice No. 102 for Tk. 5,00,000 less a 2% discount.</p> <p>28 Sold merchandise for cash total Tk. 2,00,000 (cost, Tk. 1,70,000).</p> <p>31 Received cash of Tk. 50,000 for interest earned for July.</p> <p><b>Required:</b></p> <p>(i) Journalize the transactions in the cash receipts journal.</p> <p>(ii) Post them in the general ledger and subsidiary ledger.</p>	C1, C2, C3
<p>2. (a) Explain how internal control principles are applied to cash receipts.</p> <p>(b) The cash in the bank account in the ledger of Jamuna Traders Ltd. on 31<sup>st</sup> December, 2024 indicated a balance of Tk.4,86,006. The bank statement indicated a balance of Tk.6,40,748 on the same date. A comparison of the bank statement and the case book disclosed the following reconciling items:</p>	C2, C3

<ol style="list-style-type: none"> <li>1. Cheques issued but not presented Tk.2,02,687.</li> <li>2. A deposit of Tk.89,017 on 31<sup>st</sup> December did not appear on the bank statement of December.</li> <li>3. A cheque for Tk.20,000 drawn by Dhaka warehouses Ltd. had been wrongly charged by the bank account of Jamuna Traders Ltd.</li> <li>4. The bank had collected for Jamuna Traders Ltd. Tk.51,000 on account of notes receivable sent for collection. The face value of the note was Tk.50,000.</li> <li>5. Bank service charge for December, 2024 amounted to Tk.675 debited on the statement.</li> <li>6. Interest credited by the bank Tk.10,000.</li> <li>7. A customer's cheque for Tk.900 had been entered in the cash book as Tk.90 by the depositor.</li> <li>8. A cheque issued for Tk.392 had been entered in the cash book as Tk.329.</li> </ol> <p><b>Required:</b></p> <ol style="list-style-type: none"> <li>(i) Prepare a bank reconciliation statement using the form where both cash book and bank statement balance are brought to a corrected balance.</li> <li>(ii) Journal entries to require the cash book balance.</li> </ol> <p>3. (a) Briefly explain different receivables with examples of each.</p> <p>(b) The ledger of M. A. Hashim Company at the end of the current year shows Accounts Receivable Tk.1,50,00,000, Sales Revenue Tk.8,50,00,000, and Sales Returns and Allowances Tk.30,00,000.</p> <p><b>Required:</b></p> <ol style="list-style-type: none"> <li>(i) If M. A. Hashim uses the direct write-off method to account for uncollectible accounts, journalize the adjusting entry at December 31, assuming M. A. Hashim determines that M. Hassan's Tk.1,50,000 balance is uncollectible.</li> <li>(ii) If Allowance for Doubtful Accounts has a credit balance of Tk.2,40,000 in the trial balance, journalize the adjusting entry at December 31, assuming bad debts are expected to be (i) 1.5% of net sales, and (ii) 10% of accounts receivable.</li> <li>(iii) If Allowance for Doubtful Accounts has a debit balance of Tk.20,000 in the trial balance, journalize the adjusting entry at December 31, assuming bad debts are expected to be (i) 0.75% of net sales and (ii) 6% of accounts receivable.</li> </ol>	<p>C1, C2, C3</p>
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## Bangladesh Open University

BBA Program

Semester: 232 (4<sup>th</sup> Level)

Course Title: Financial Accounting-II

Due on: November 31, 2025

Questions	Bloom's Taxonomy Level												
<p>1. (a) Briefly explain with examples how different current liabilities are recorded.</p> <p>(b) Mr. Shanto is employed as an Accountant of Rahim Steel Mills Limited with the following pay and allowances per month.</p> <table data-bbox="332 737 982 955"> <tr> <td>Basic salary</td> <td>Tk. 16,000</td> </tr> <tr> <td>House rent</td> <td>8,000</td> </tr> <tr> <td>Conveyance allowance</td> <td>2,000</td> </tr> <tr> <td>Traveling allowance</td> <td>1,600</td> </tr> <tr> <td>Entertainment</td> <td>1,000</td> </tr> <tr> <td>Medical allowance</td> <td>1,500</td> </tr> </table> <p>The company has a contributory provident fund system. Accordingly, 10% of the basic pay of each employee is deducted against the provident fund to which the company also contributes an equal amount. On January 31, 2024, in preparing the payroll, the following deductions were also found in the case of Mr. Shanto:</p> <ol style="list-style-type: none"> <li>Income tax 5% of basic pay.</li> <li>Salary advance TK. 1,800 per month.</li> <li>Provident fund advance Tk. 1,200 per month.</li> </ol> <p><b>Required:</b></p> <ol style="list-style-type: none"> <li>Prepare the payslip of Mr. Shanto and present it in the Payroll Register.</li> <li>Show also the journal entries for the accrual and payment of salary.</li> </ol>	Basic salary	Tk. 16,000	House rent	8,000	Conveyance allowance	2,000	Traveling allowance	1,600	Entertainment	1,000	Medical allowance	1,500	C2, C3
Basic salary	Tk. 16,000												
House rent	8,000												
Conveyance allowance	2,000												
Traveling allowance	1,600												
Entertainment	1,000												
Medical allowance	1,500												
<p>2. (a) What steps will you follow if you want to form a partnership business with your friends?</p> <p>(b) Prior to the distribution of cash to the partners, the accounts in the MAS Company are Cash Tk.24,00,000; Miraz, Capital (Cr.) Tk.17,00,000; Anis, Capital (Cr.) Tk.15,00,000; and Shahin, Capital (Dr.) Tk.8,00,000. The income ratios are 5:3:2, respectively. MAP Company decides to liquidate the company.</p> <p><b>Required:</b></p> <ol style="list-style-type: none"> <li>Prepare the entry to record (1) Shahin's payment of Tk.8,00,000 in cash to the partnership and (2) the dis tribution of cash to the partners with credit balances.</li> </ol>	C2,C3												

<p>(ii) Prepare the entry to record (1) the absorption of Shahin's capital deficiency by the other partners and (2) the distribution of cash to the partners with credit balances.</p>	
<p>3. (a) Explain why companies acquire treasury shares.</p> <p>(b) Hefei Ltd. commenced operations on March 1 by issuing 10,00,000 ordinary shares with a Tk.100 par value at a price of Tk. 120 per share, receiving cash. On March 15, the company issued 50,000 ordinary shares to its attorneys as payment for organization expenses totaling Tk. 60,00,000. Journalize the share issuance based on the fair value of the services received (assume that the shares are not publicly traded).</p>	<p>C2, C3</p>

## স্বপ্ন অব বিজ্ঞান

### Bangladesh Open University

BBA Program

Semester: 232 (4<sup>th</sup> Level)

Course Title: Financial Accounting-II

Due on: November 21, 2025

Questions	Bloom's Taxonomy Level																					
<p>1. (a) Describe different types of bonds with their examples.            (b) United Airlines Company issued Tk.8,00,000 of 7%, 10-year bonds on January 1, 2024, at face value. Interest is payable annually each January 1.</p> <p><b>Required:</b>            Prepare the journal entries to record the following events.            (i) The issuance of the bonds.            (ii) The accrual of interest on December 31.            (iii) The payment of interest on January 1, 2025.            (iv) The redemption of bonds at maturity, assuming interest for the last interest period has been paid and recorded.</p>	C2,C3																					
<p>2. (a) Assume that Apex PLC sold bonds with a face value of Tk.100,000 for Tk.104,000. Was the market interest rate equal to, less than, or greater than the bonds' contractual interest rate? Explain.            (b) Hatfield Corporation reports the following amounts in its 2024 financial statements:</p> <table style="width: 100%; border-collapse: collapse;"> <thead> <tr> <th style="width: 40%;"></th> <th style="width: 30%; text-align: center;"><u>At December 31, 2024</u></th> <th style="width: 30%; text-align: center;"><u>For the Year 2024</u></th> </tr> </thead> <tbody> <tr> <td>Total assets</td> <td style="text-align: right;">Tk.1,000,000</td> <td></td> </tr> <tr> <td>Total liabilities</td> <td style="text-align: right;">580,000</td> <td></td> </tr> <tr> <td>Total stockholders' equity</td> <td style="text-align: center;">?</td> <td></td> </tr> <tr> <td>Interest expense</td> <td></td> <td style="text-align: right;">Tk. 20,000</td> </tr> <tr> <td>Income tax expense</td> <td></td> <td style="text-align: right;">100,000</td> </tr> <tr> <td>Net income</td> <td></td> <td style="text-align: right;">150,000</td> </tr> </tbody> </table> <p><b>Required:</b>            (i) Compute the December 31, 2024, balance in stockholders' equity.            (ii) Compute the debt to assets ratio at December 31, 2024.            (iii) Compute times interest earned for 2024.</p>		<u>At December 31, 2024</u>	<u>For the Year 2024</u>	Total assets	Tk.1,000,000		Total liabilities	580,000		Total stockholders' equity	?		Interest expense		Tk. 20,000	Income tax expense		100,000	Net income		150,000	C2,C3
	<u>At December 31, 2024</u>	<u>For the Year 2024</u>																				
Total assets	Tk.1,000,000																					
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Interest expense		Tk. 20,000																				
Income tax expense		100,000																				
Net income		150,000																				
<p>3. (a) Discuss how debt and stock investments are reported in the financial statements.            (b) In January 2024, the management of Konka Company concludes that it has sufficient cash to permit some short-term investments in debt and equity securities. During the year, the following transactions occurred.</p>	C2, C3																					

- Feb. 1 Purchased 600 shares of Muninger common stock for Tk.320,400  
Mar. 1 Purchased 800 shares of Tatman common stock for Tk.200,000.  
Apr. 1 Purchased 500 of Tk.1,000, 7% Yoakem bonds for Tk.500,000.  
Interest is payable semiannually on April 1 and October 1.  
July 1 Received a cash dividend of Tk.0.60 per share on the Muninger  
common stock.  
Aug. 1 Sold 200 shares of Muninger common stock at Tk.58 per share.  
Sept. 1 Received a Tk.1 per share cash dividend on the Tatman common  
stock.  
Oct. 1 Received the semiannual interest on the Yoakem bonds.  
Oct. 1 Sold the Yoakem bonds for Tk.490,000.

At December 31, the fair value of the Muninger and Tatman common stocks were Tk.55 and Tk.24 per share respectively. These stock investments by Konka Company provide less than a 20% ownership interest.

**Required:**

- (i) Journalize the transactions and post to the accounts Debt Investments and Stock Investments. (Use the T-account form.)
- (ii) Prepare the adjusting entry at December 31, 2024, to report the investment securities at fair value. All securities are considered to be trading securities.
- (iii) Show the balance sheet presentation of investment securities at December 31, 2024.

**Bangladesh Open University**  
BBA Program  
Semester: 232 (4<sup>th</sup> Level)

**Course Title: Organizational Behavior**

**Date: October 10, 2025**

**Instructions**

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**Questions**

1. (a) What do you understand by organizational behavior? Explain the contribution of different disciplines in the development of organizational behavior as a field.  
(b) Explain in brief the 5 challenges and changes for today's organizational behavior.  
(c) Describe the five elements of organizational behavior.
2. (a) What do you meant by values? Explain the importance of values in a organization.  
(b) Discuss the Hofsted's framework for assessing values across culture.
3. (a) What do you mean by attitudes? Explain the characteristics.  
(b) Describe the various types of attitude.
4. (a) What do you mean by job satisfaction? Explain the characteristics and outcomes of job satisfaction.  
(b) What is job dissatisfaction? Explain the effect of job satisfaction on employee performance?

**Bangladesh Open University**

BBA Program

Semester: 232 (4<sup>th</sup> Level)**Course Title: Organizational Behavior****Date: October 31, 2025****Instructions**

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**Questions**

1. (a) What is personality? Explain the determinants of personality factors.  
(b) Identify the key traits in the Big Five personality model.  
(c) Discuss the major personality attributes.  
(d) What is emotion? Explain the dimensions of emotion.
2. (a) What is perception? Explain the factors influencing on perception.  
(b) State the link between perception and individual behavior.  
(c) How is decision actually made in organization? Explain the ethics in decision making.
3. (a) What is group? Explain the types of group.  
(b) Discusses the stages of group development.  
(c) How is creating effective for group decision?

**Bangladesh Open University**

BBA Program

Semester: 232 (4<sup>th</sup> Level)**Course Title: Organizational Behavior****Date: November 21, 2025****Instructions**

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**Questions**

1. (a) What do you mean by team? Distinguish between group and team.  
(b) Explain the types of team.  
(c) Explain the relationship between teams and quality management.
2. (a) What do you mean by organizational culture? What do cultures do? Explain.  
(b) How does employee learn cultures? Explain.  
(c) What is customer responsive culture? Explain its components.

**Bangladesh Open University**  
BBA Program  
Semester: 232 (4<sup>th</sup> Level)

**Course Title: Insurance and Risk Management**

**Date: October 10, 2025**

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**Questions**

1. (a) Define chance of loss. Identify and explain the major risks faced by business firms.  
(b) Explain the difference between pure risk and speculative risk. How does diversifiable risk differ from non-diversifiable risk? Discuss.  
(c) What are the major differences among insurance, hedging and gambling? Explain.  
(d) Explain the basic characteristics of social insurance programs.
2. (a) Explain the advantages and disadvantages of using insurance in a risk management program.  
(b) What is the meaning of risk management? Explain the objectives of risk management both before and after a loss occurs.  
(c) Explain the meaning of risk financing. Discuss different risk-control techniques?  
(d) Describe the steps in the risk management process.
3. (a) Define the meaning of underwriting. Briefly explain the basic principles of underwriting.  
(b) What is the meaning of reinsurance? Briefly explain the types of reinsurance methods for sharing losses.  
(c) Explain the meaning of “securitization of risk.” Distinguish between facultative reinsurance and treaty reinsurance.

**Bangladesh Open University**

BBA Program

Semester: 232 (4<sup>th</sup> Level)**Course Title: Insurance and Risk Management****Date: October 31, 2025****Instructions**

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**Questions**

1. (a) What types of assets appear on the balance sheet of an insurance company? Why are the liabilities of a property and casualty insurance company difficult to measure? Explain.
- (b) A large casualty insurer writes a substantial amount of private passenger auto insurance. An actuary analyzed claims data for a specific class of drivers for a recent one-year policy period. The claims data showed that the insurer paid out \$30 million for incurred losses and loss-adjustment expenses for each 100,000 cars insured for one year. Based on the pure premium method, calculate the pure premium.
- (c) For the past calendar year, a property insurer reported the following financial information for a specific line of insurance:
  - Premiums written \$25,000,000
  - Expenses incurred 5,000,000
  - Incurred losses and loss-adjustment expenses 14,000,000
  - Earned premiums 20,000,000

**Required:**

- i. What was the insurer's loss ratio for this line of coverage?
  - ii. Calculate the expense ratio for this line of coverage.
  - iii. What was the combined ratio for this line of coverage?
2. (a) Explain why the insurance industry is regulated.
  - (b) Explain the principal methods for regulating insurance companies.
  - (c) Discuss the major techniques that regulators use to monitor insurance company solvency.
  - (d) Describe the risk-based capital standards that insurers must meet.
3. (a) Explain the meaning of an insurable interest. Why is an insurable interest required in every insurance contract?
  - (b) Insurance contracts have certain legal characteristics that distinguish them from other contracts. Explain those legal characteristics of insurance contracts?
  - (c) Ashley purchased a dining room set for \$5000 and insured the furniture on an actual cash value basis. Three years later, the set was destroyed in a fire. At the time of loss, the property had

depreciated in value by 50 percent. The replacement cost of a new dining room set at the time of loss was \$6000. Ignoring any deductible, how much will Ashley collect from her insurer? Explain your answer.

- (d) Define the term “conditions.” Does the insurer have to pay an otherwise covered loss if the insured fails to comply with the policy conditions? Explain your answer.

**Bangladesh Open University**

BBA Program

Semester: 232 (4<sup>th</sup> Level)**Course Title: Insurance and Risk Management****Date: November 21, 2025****Instructions**

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**Questions**

1. (a) What is the purpose of other-insurance provisions? Give an example of the pro-rata liability clause.  
(b) Assume that a \$300,000 liability claim is covered under two liability insurance contracts. Policy A has a \$500,000 limit of liability for the claim, while Policy B has a \$125,000 limit of liability. Both contracts provide for contributions by equal shares.
  - a. How much will each insurer contribute toward this claim? Explain your answer.
  - b. If the claim were only \$50,000, how much would each insurer pay?
2. Stephanie owns a small warehouse that is insured for \$200,000 under a commercial property insurance policy. The policy contains an 80 percent coinsurance clause. The warehouse sustained a \$50,000 loss because of a fire in a storage area. The replacement cost of the warehouse at the time of loss is \$500,000.
  - (a) What is the insurer's liability, if any, for this loss? Show your calculations.
  - (b) Assume that Stephanie carried \$500,000 of property insurance on the warehouse at the time of loss. If the amount of loss is \$10,000, how much will she collect?
  - (c) Explain the theory or rationale of coinsurance in a property insurance contract

**Bangladesh Open University**

BBA Program

Semester: 232 (4<sup>th</sup> Level)**Course Title: Marketing Management****Date: October 10, 2025****Instructions**

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**Questions**

1. (a) Marketing plays a vital role in identifying customer needs, creating value, and building strong customer relationships. In this context, discuss the key tasks that a marketing manager should perform in managing marketing activities effectively using examples.  
(b) Some people want specialty coffee drinks (like oat milk lattes) that are not widely available, while black coffee is bought regularly because it fully meets customer needs. Identify the type of demand in each case and give one more example for each.
2. Suppose Berger Paints Bangladesh is preparing to launch a new eco-friendly paint line. As part of the marketing team, design a promotional and distribution plan by:  
(a) Selecting appropriate communication, distribution, and service channels to reach the target market effectively.  
(b) Suggesting how paid, owned, and earned media can be combined to maximize brand awareness and customer engagement.
3. (a) How would you define the corporate mission? Summarize the elements that shape a company's mission. What are the features of a sound mission statement?  
(b) Find a local company and show how it may utilize intensive growth opportunities.  
(c) A local restaurant wants to gain a competitive edge in Dhaka's crowded food market. Choose one of Porter's strategies—cost leadership, differentiation, or focus—and justify your choice. Explain one practical way the restaurant could implement this strategy.

**Bangladesh Open University**  
BBA Program  
Semester: 232 (4<sup>th</sup> Level)

**Course Title: Marketing Management**

**Date: October 21, 2025**

**Instructions**

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**Questions**

1. A market challenger seeks to increase its market share and compete with industry leaders. What attacking strategies can it use to achieve this goal, and how do these strategies help the challenger gain a competitive advantage?
2. (a) Assume PRAN-RFL Group has launched a sugar-free fruit juice targeting health-conscious consumers in Bangladesh. What promotional sales tools could the company use to stimulate consumer trial and increase product sales? Explain.  
(b) In the context of promotion, compare rational, moral, and emotional message appeals. How does each type of appeal shape consumer attitudes and purchase decisions?
3. Identify the product mix pricing strategies of the following scenario with justification.
  - (a) Walton launches three TV models—basic at BDT 25,000, mid-range at BDT 40,000, and premium at BDT 60,000. What type of product mix pricing is Walton using, and why?
  - (b) HP sells a laptop with 4GB RAM and 256GB SSD as the base model, but charges extra for 8GB RAM, 512GB SSD, or a dedicated graphics card. Identify the pricing strategy and explain its benefit to both the company and the customer.
  - (c) Canon sells printers at a low price, but ink cartridges cost much more. Which pricing strategy is this? How does it help the company maximize profits?
  - (d) McDonald's offers a "Value Meal" that includes a burger, fries, and a soft drink at a discounted price compared to purchasing each item separately. Identify the product mix pricing strategy McDonald's is employing in this scenario.

**Bangladesh Open University**

BBA Program

Semester: 232 (4<sup>th</sup> Level)**Course Title: Marketing Management****Date: November 21, 2025****Instructions**

- Answer the all questions in your own handwriting on A4 size white paper.
- Fill-in the cover page of your assignment with care.
- Enclose the photocopy of your ID Card with the assignment (next to the cover page).
- Don't make spiral binding. Instead, make soft binding.
- Submit the assignment to the respective course tutor and ensure his/her signature on your Assignment Acknowledgement Form (see page#4 of Semester Calendar).

**Questions**

1. (a) Why is it important for marketing managers to measure both current and future demand before making strategic decisions?  
(b) Discuss the types of demand measurement using examples.
2. (a) Categorize these items as convenience, shopping, specialty, or unsought goods: Nescafé Coffee, Cotton Saree, BMW Car, and Funeral products. Give justifications for your categorization based on their characteristics.  
(b) Take a smartphone brand in Bangladesh. List its core benefit, basic product, expected product, augmented product, and potential product level with a theoretical foundation.
3. (a) Imagine Akij Food & Beverage Ltd. is going to introduce a yogurt drink under its established *Frutika* brand. As the marketing manager, how would you develop brand equity for this new product?  
(b) Which branding strategy would you recommend for this product, and what would be your justification for choosing it?