

TRIBHUVAN UNIVERSITY
FACULTY OF MANAGEMENT
Office of the Dean
Model Question 2026

Full Marks: 60
Pass Marks: 30
Time: 3hrs

BITM First Semester /MGT 103: Foundation of Business Management

Candidates are required to answer all the questions in their own words as far as practicable.

Group “A”

Brief Answer questions

Answer the following questions: (attempt all)

[5×2=10]

1. Mention two contributions and limitations of classical theory of management.
2. Differentiate between strategic and operational planning.
3. Write four tools for decision making.
4. List out four principles of organizing.
5. What is Friedman doctrine?

Group B

Problem Solving / Short Answer Questions

Answer any SIX Questions:

[6 × 5 = 30]

6. Explain how Porter’s five forces model is useful in industry analysis.
7. Describe in brief the system theory of management with its limitations.
8. Explain the use of technology in solving business problems.
9. Differentiate between decentralization and delegation of authority.
10. Briefly describe the motivation practices in Nepalese business organizations.
11. What are the different types of control? Describe.
12. Explain in brief, the need for technology driven management.

Group “C”

Comprehensive / Case / Situation Analysis Questions

13. Read the following case carefully and answer the questions that follow: **[4 × 5 = 20]**
Dreams Pvt. Ltd. is Birgung based company, producing eco-friendly handicraft goods, selling to both domestic and international markets. The company has experienced stable progress over the last four years, but with increasing competition from machine-made

imports and shifting consumer preferences, its demand has begun to decrease. The Founding Managing Director, Mrs. R. Yadav, realizes that the company must advance its strategies to maintain growth. She calls a management team meeting to address pressing challenges.

At the meeting, the managers discuss possibilities: expand product lines, invest in digital marketing, or focus solely on exports. Each option has risks. Expanding product lines requires additional investment in new designs and raw materials. Digital marketing demands high skill manpower. The production team must be reorganized to accommodate new designs, raw material sourcing, and quality checks. A new marketing unit must be formed, with employees trained in digital platforms and e-commerce. However, internal resistance arises, as some employees fear that new changes will disrupt their current routines. Focus on exporting requires company concentrate on quality standards and international networking. The company needs to make timely decisions considering financial limitations and competitive pressures.

To implement changes, Mrs. Yadav needs to implement unique leadership style balancing determination and care. Some senior employees wish for a traditional style, while fresher get-up-and-go for revolution. Mrs. Yadav must balance this generational gap, afford a shared vision, and persuade team that the new strategy warrants long-term survival and growth. In this regard, employee motivation becomes another critical matter. Skilled handicrafts workers feel undervalued and demand reasonable reimbursement, while marketing staff want growth opportunities and appreciation. Some employees suggest performance-based incentives, while others expect non-financial motivators such as skill development and flexible working arrangements. The management must propose appropriate motivational methods that keep employees engaged and dedicated to the change.

Questions:

- a. Sketch the synopsis of above case with major issues and problems.
- b. How should the company restructure to introduce the new eco-fashion line and digital marketing?
- c. What leadership style do you suggest to Mrs. Yadav in managing changes in new situation, and why?
- d. Develop motivational strategies that can help keep employees engaged and committed to the company's changing process.

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BITM / First Semester / ENG 103: English I

Candidates are required to answer all the questions in their own words as far as practicable. Figures in brackets indicate full marks.

Group "A"

Concept Based Brief Answer Questions

Answer the following questions: (attempt all)

[5 × 2 = 10]

1. Differentiate between topic sentence and thesis statement.
2. What physical or behavioral evidence does Pamela Withers provide to show that dogs have co-evolved specifically to live alongside humans?
3. Identify two propaganda techniques used in advertisement.
4. Construct a word by using each of the following prefix:
out-, pre-, re-, dis-
5. What is meant by 'clock time' in the essay "Time Talks with an Accent"?

Group "B"

Problem Solving / Short Answer Questions

Answer any SIX Questions:

[6 × 5 = 30]

6. Correct the following paragraph for consistency in tense, person, number and tone:

The issue of doing what is right can be a difficult one for a foreign student. Sometimes, the difference in how two cultures viewed things was extreme. It can even drive you nuts. I remember once my instructor asked to see me in her office later that afternoon. I agreed to see her at 3:00, but then my sister calls me on my cellphone. She said she has a flat tire and is waiting on the road. Of course, I went to help her. The next day, my teacher was very aggressive and asks me why I didn't see her yesterday.
7. Critically identify American values and assumptions. Which two values do you prefer most? Give reasons.
8. What are Rothenberg's major criticisms of students' use of the World Wide Web in writing research papers?
9. The "Writing Process" is not a linear path but a recursive one. Describe the four major stages (Prewriting, Drafting, Revising, and Editing) and explain why a writer might need to return to the "Prewriting" stage even after completing a first draft.
10. Martin Luther King Jr. spoke against American involvement in Vietnam war because he

thought that it was unjustly. Was he unpatriotic to be against war when his country was at war?

11. Discuss the meaning, situation, and the values of the following proverbs:
 - a. The early bird catches the worm.
 - b. God helps those who help themselves.
12. According to Peale, why is courtesy considered a "key to a happier world," and how does it affect human relationships in a modern, fast-paced society?

Group "C"

Comprehensive / Extended Problem / Case / Situation Analysis / Long Answer Questions

Answer any TWO Questions:

[2 × 10 = 20]

13. The transition from paragraph writing to essay writing requires a mastery of unity, coherence, and rhetorical organization. Explain the essential components of a short essay, specifically focusing on the relationship between the topic sentence of a paragraph and the thesis statement of an essay. Furthermore, discuss the importance of the "stages of the writing process"—prewriting, drafting, revising, and editing—in producing a polished academic work. Why is objective summarizing and proper documentation (such as MLA or APA) critical to maintaining academic integrity?
14. The Dalai Lama and Sam Pitroda have two diverse views on modern development and human happiness. Who do you like to align with? Why? Justify your answer.
15. Analyze the role of Miss Marjorie Hurd in the life of Nicholas Gage. Discuss how her pedagogical approach—specifically her insistence on authenticity and her demand for excellence—transformed a "scared, hungry" refugee into a world-class journalist. In your response, consider the following:
 - a) The significance of the Newspaper Club as a turning point for Gage.
 - b) Miss Hurd's decision to make Nicholas write about his traumatic past in Greece.
 - c) The long-term impact of her mentorship on his professional career and personal identity.

.....**The End**.....

BITM / First Semester / ITM 101: Introduction to Computing and Information Technology

Candidates are required to answer all the questions in their own words as far as possible.
Figures in brackets indicate full marks.

Group “A”
Concept Based Brief Answer Questions

Answer the following questions: (attempt all)

[5 × 2 = 10]

1. List any two characteristics of Analog Computer.
2. Write any two differences between information and knowledge
3. Define Protocol.
4. What is e-governance?
5. Write any two advantages of Green Computing.

Group “B”
Problem Solving / Short Answer Questions

Answer any SIX questions:

[6 × 5 = 30]

6. Convert $(10101)_2$ into octal, decimal, hexadecimal.
7. Define Intellectual Property. Explain Copyright and Patent.
8. List the differences between JPEG and GIF.
9. Explain how the Internet of Things (IoT) can be integrated into business operations, with examples.
10. Explain Information security principles in brief.
11. Define Data Processing. Explain the steps involved in it.
12. Define Network Topology and explain its types.

Group “C”
Comprehensive / Extended Problem / Case / Situation Analysis / Long Answer Questions

Answer any TWO questions:

[2 × 10 = 20]

13. Explain the significance of memory hierarchy in a computer system. Describe the different types of memory used in a computer.
14. Define Information Technology (IT). Explain types of Information System, and the role of in business, with example.
15. Define Software. Explain the features of OS.

BITM / First Semester / ITM 102: Structured Programming in C

**Candidates are required to answer all the questions in their own words as far as possible.
Figures in brackets indicate full marks.**

Group “A”

Concept Based Brief Answer Questions

Answer the following questions (attempt all):

[5 × 2 = 10]

1. List the differences between formatted and unformatted input/output functions in C.
2. Write the syntax of the else-if ladder in C.
3. Define binary files.
4. Write any two graphics functions used in C.
5. List the differences between structure and union in C.

Group “B”

Problem Solving / Short Answer Questions

Answer any SIX questions:

[6 × 5 = 30]

6. Explain the different types of tokens in C with suitable examples.
7. Write a C program that takes a string input from the user and displays its reverse.
8. Define Variable and explain its scope.
9. Explain Dynamic Memory Allocation in C with suitable examples.
10. Write a C program to illustrate function calls using call by value and call by reference.
11. Define graphics initialization in C and explain any three graphics modes.
12. Write a C program to find the factorial of N numbers.

Group “C”

Comprehensive / Extended Problem / Case / Situation Analysis / Long Answer Questions

Answer any TWO questions:

[2 × 10 = 20]

13. Write an algorithm and draw a flowchart to print the multiplication table of 10 up to 10 times.
14. Define a structure named student with data members Student_Name, Student_Id, Student_Address, and Age. Write a C program to store the records of five students in a file

named "student.txt" and then read the file to display the details of students whose age is between 20 and 25.

15. Write a C program using a switch-case statement to create a menu-driven program that performs the following operations:
 - a. Find the sum of two numbers
 - b. Find the product of two numbers
 - c. Find the difference between two numbers
 - d. Exit the program