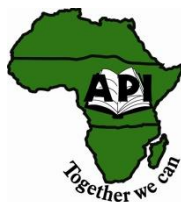


AFRICA POPULATION INSTITUTE (API)



BACHELORS OF BUSINESS ADMINISTRATION

YEAR ONE SEMESTER ONE

COURE CODE	COURSE NAME	LH	TH	PH	CH	CU
APBBA 1101	Accounting Fundamentals and Principles	45	15		60	4
APBBA 1102	Business Law and Principles	45	15		60	4
APBBA 1103	Computer Theory and Applications	30	15	15	60	4
APBBA 1104	Micro Economic Theory	45	15		60	4
APBBA 1105	Procurement Principles and Supply Chain Mgt	45	15		60	4
APBBA 1106	Business Ethics and Code of Conduct	45	15		60	4
APBBA 1107	Customer Care Relations & Management	45	15		60	4

Course Works

APBBA 1101	Accounting Fundamentals and Principles
	<p>Qn1. Accounting is not an event but a process, discuss</p> <p>Qn2.a) Discuss the Fundamental concepts of accounting. b) State and define the different components of Financial Accounting</p> <p>Qn3. From the following accounting information; Magot and Sons co Ltd made the following purchases and sales of stock item C4321 during May 2014: May 10th Purchased 300 units at SSP.6,000/= each May 15th Sold 250 units at SSP.9,500/= each May 17th Purchased 100 units at SSP. 6,650/= each May 27th Sold 90 units at SSP. 9,750/= each The opening stock was 25 Units at SSP. 5,500/= each Required : (a) Compute the gross profit using FIFO, LIFO and AVCO bases (b) Suppose that a physical check on item C4321 at end of May revealed 830 Units. What factors might account for the difference?</p>
APBBA 1102	Business Law and Principles
	<p>1(a) Distinguish between public law and private law? (b) Explain the structure of the court system in your country?</p> <p>2(a) Distinguish between a void contract and avoidable contract? (b) Discuss the essentials of a valid contract?</p> <p>3 (a) Explain what is meant by the term “discharge of a contract” (b) Discuss the various ways that can be the resultant causes for the above?</p>

APBBA 1103	<p style="text-align: center;">Computer Theory and Applications</p> <ol style="list-style-type: none"> 1. Explain the term operating system and state its function to the computer 2. Describe properly characteristics of a personal computer and their limitations in today's world of work. 3. Discuss the major components of a computer system (Hard ware, Software and Human ware)
APBBA 1104	<p style="text-align: center;">Micro Economic Theory</p> <ol style="list-style-type: none"> 1(a) Explain in details the three fundamental concepts in economics? (b) Discuss the five economic questions asked during the process of resource allocation and exploitation? 2 (a) Discuss the six factors that affect demand? (b) With an Illustration Distinguish between change in supply and change in quantity supplied? 3 (a) As an economist, Explain the five ways how you would ensure price stability in your country? (b) With examples, clearly distinguish between a pure capitalistic economies and socialistic economies?
APBBA 1105	<p style="text-align: center;">Procurement Principles and Supply Chain Mgt</p> <ol style="list-style-type: none"> 1. You are required to procure a motor vehicle for your department in your organisations, develop the specifications for the suppliers. 2. An IT company is seeking to acquire laptops for its workers, describe the process you would follow to acquire these items. 3. Define Negotiation and the process you would follow to negotiate a procurement deal.
APBBA 1106	<p style="text-align: center;">Business Ethics and Code of Conduct</p> <ol style="list-style-type: none"> 1. With relevant examples, discuss the various events that lead to ethics thinking in business? 2. (a) Explain the rationale of ethics in business (b) Discuss the different branches of ethics 3. Examine the basic principles of business ethics and their relevance in todays' field of work.
APBBA 1107	<p style="text-align: center;">Customer Care Relations & Management</p> <p>Qn 1. a) Define in details the term customer relations management (CRM) b) With relevant examples discuss the benefits of CRM</p> <p>Qn2. a) Discuss the various issues related to customer service and support b) What is meant by the term customer behavioral analysis.</p> <p>Qn3. a) With a detailed illustration, discuss the customer purchase decision model b) What is sales promotion as opposed to market analysis?</p>

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