UNIVERSITY OF THE PUNJAB

Third Year 2nd A/2015
Examination: B.B.A. (Hons.)

Subject: Business Research Methods
PAPER: 2

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 7 is compulsory. All questions carry equal marks.

Q1: What is research? Write a note on research process? [20]

Q2: What is an exploratory data analysis? Also discuss Frequency, Histograms, Bar charts and Pie Charts? [20]

Q3: What do you understand by reliability and validity? Also discuss its various types? [20]

Q4: Define variable and discuss its various types in detail? [20]

Q5: what do you understand by probability and non-probability sampling? Discuss the various types of non-probability sampling with suitable examples? [20]

Q6: What is measuring scale? Discuss its various types? [20]

Q7: Define the following? [4*5]

   a) Directional and non-directional hypothesis

   b) Ordinary and Nominal Scale

   c) Focus Group

   d) Primary and secondary research

Subject: Mercantile Law
PAPER: 3

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 1 is compulsory.

OBJECTIVE TYPE

Q. 1:   Define any 15 of the following terms: 30

i)	Contract	ii)	Acceptance
iii)	Offer	iv)	Contingent Contract
v)	Quasi Contract	vi)	Coercion
vii)	Air Charter	viii)	Pledge
ix)	Special damages	x)	Agreement to sell
xi)	Private career	xii)	Minor
xiii)	Agent	xiv)	Consideration
xv)	Mistake	xvi)	Fraud
xvii)	Bailer	xviii)	Unpaid seller
xix)	Arbitrator	xx)	Illegal Lock out

SUBJECTIVE TYPE

Attempt any FOUR questions, each question carry equal marks.

Q. 2:   Define and explain contract? Discuss in detail the lawful essential elements?   17.5

Q. 3:   What is Consideration? Discuss it importance? Also explain exceptions?   17.5

Q. 4:   What is Void agreement? Explain briefly such agreements which are expressly declared as void?   17.5

Q. 5:   Explain in detail 'Quasi Contract'? Also explain its different kinds.   17.5

Q. 6:   What is bailment? Explain the various rights and duties of Bailor and Bailee?   17.5

Q. 7:   Define Partnership? What are rights and duties of a partner in a firm?   17.5

Q. 8:   Define the following items under Workman's Compensation Act: 17.5

a) Dependent   b) Workman
c) Partial Disablement d) Employer

UNIVERSITY OF THE PUNJAB

Third Year 2nd A/2015
Examination: B.B.A. (Hons.)

Roll No. ....

Subject: **Web Engineering**
PAPER: 4

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

Objective Type

Question No 1:   **Max Marks 40**

Write down the most appropriate choice for the following Multiple Choice Questions.

1. How can you make a bulleted list?
   A).
   B). <dl>
   C). <list>
   D).

2. What is the correct HTML for inserting a background image?
   A). <body style="background-image:url(background.gif)">
   B). <background img="background.gif">
   C). <body bg="background.gif">

3. An <iframe> is used to display a web page within a web page.
   A). There is no such thing as an <iframe>
   B). True
   C). False

4. HTML comments start with <!-- and end with -->
   A). False
   B). True

5. Block elements are normally displayed without starting a new line.
   A). False
   B). True

6. Which HTML element defines the title of a document?
   A). <head>
   C). <meta>
   D). <title>

7. Which HTML attribute specifies an alternate text for an image, if the image cannot be displayed?
   A). title
   B). src
   C). alt
   D). longdesc

8. Which CSS property is used to change the style of links when the mouse hovers over the link?
   A). a:hover
   B). a:link
   C). a:visited
   D). a:vlink

9. Which CSS property is used to change the style of links?
   A). a:hover
   B). a:link
   C). a:visited
   D). a:vlink

10. Which CSS property is used to change the style of visited links?
    A). a:hover
    B). a:link
    C). a:visited
    D). a:vlink

11. How do you make all <h1> elements have a green background?
- A). h1 {background: green;}
- B). h1 {bgcolor: green;}
- C). h1 {backgroundcolor: green;}

12. Which of the following is correct about JavaScript?
- A). JavaScript is a lightweight, interpreted programming language.
- B). JavaScript has object-oriented capabilities that allows you to build interactivity into otherwise static HTML pages.
- C). The general-purpose core of the language has been embedded in Netscape, Internet Explorer, and other web browsers.
- D). All of the above.

13. Which of the following is the correct syntax to create a cookie using JavaScript?
- A). document.cookie = 'key1 = value1; key2 = value2; expires = date';
- B). browser.cookie = 'key1 = value1; key2 = value2; expires = date';
- C). window.cookie = 'key1 = value1; key2 = value2; expires = date';
- D). navigator.cookie = 'key1 = value1; key2 = value2; expires = date';

14. Which of the following is the correct syntax to print a page using JavaScript?
- A). window.print;
- B). browser.print;
- C). navigator.print;
- D). document.print;

15. Is it required to specify the type of variable during declaration in VBScript?
- A). True
- B). False

16. Which of the following is a valid scope in VBScript?
- A). Dim
- B). Public
- C). Private
- D). All of the above.

17. Which of the following is used to create a constant in VBScript?
- A). constant
- B). const
- C). final
- D). none of the above.

18. What JDBC stands for?
- A). Java Database Connectivity
- B). Javascript Database Connectivity
- C). Java Dataset Connectivity
- D). None of the above

19. Which of the following is not a component/class of JDBC API?
- A). DriverManager
- B). Driver
- C). Connection
- D). Transaction

20. What is the default value of Boolean variable?
- A). true
- B). false
- C). null
- D). not defined

Subjective Type

Note: Attempt any four questions   Max Marks: 60

Question No 1:
What are the pros and cons of managing session using cookies on client side and managing session on server side?   (15)

Question No 2:
What is the difference between servlet and ASP? Explain in detail.   (15)

Question No 3:
What is the roll of HTTP protocol in WWW? Also describe the difference between Get and   (15)
Post Method in HTTP.

Question No 4:
Describe the role/purpose of each of the following in web development:

        A). HTML   (4)
        B). JavaScript   (4)
        C). JDBC   (4)
        D). CSS   (3)

Question No 5:
Draw the architecture diagram of "Type 1: JDBC-ODBC Bridge Driver" and explain the need and working of it.

Question No 6:   **(3, 3, 9)**
Part-A   (3)
What is the purpose/use of SQL?

Part-B   (3)
Consider the following schema for the following questions.
       STUDENTS(student_code (number), first_name(varchar(50),
              honours_subject(varchar(50), percentage_of_marks(number));

Write query, which would display all the students with honours_subject equal to 'Eng01'?

Part-C   (9)
Write the purpose of following SQL function

        A). Sum()   (3)
        B). First()   (3)
        C). Count()   (3)

Subject: Human Resource Management
PAPER: 5

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 7 is compulsory.

Q1: What is HRM? Discuss its functions? [20]

Q2: Define 'globalization' and discuss its pros and cons with appropriate examples? [20]

Q3: Discus the various methods through which job analysis information can be obtained? [20]

Q4: What is validity? also discuss the procedure to validate a test? [20]

Q5: Why careful selection is important for an organization? Also discuss about the reliability and validity of test for selecting candidates? [20]

Q6: Distinguish Training and development? How we conduct the 'training need analysis' and how we evaluate a 'training program'? [20]

Q7: Discuss the following: [4*5]

1. Importance of HRM
2. Differentiate between job enrichment and job enlargement
3. Vision and mission statement
4. Succession Planning

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Third Year 2nd A/2015
Examination: B.B.A. (Hons.)

Subject: Taxation Management (Basic) TIME ALLOWED: 3 hrs.
PAPER: 7 MAX. MARKS: 100

NOTE: Attempt any FIVE questions. Question # 1 is compulsory.

Objective Portion

Q.1 Will the Commissioner of Income Tax allow the following expenses? [30]

1. Advertisement
2. Bad debts
3. Employees welfare expenditure
4. Loss of embezzlement by an employee
5. Underwriting commission
6. Fines and penalties
7. Expenses incurred in raising loans
8. Rent paid to partner for use of his premises
9. Interest payable to partners
10. Sales tax
11. Preliminary expenses
12. Price paid for purchase of copyrights or patents
13. Loss of stock by savages of white ants
14. Drawings of proprietor or partners
15. Private or personal expenses of proprietor

Subjective Portion

Q.2 What is meant by agricultural income? Give five examples of income which although derived from land yet are not agricultural. [17.5]

Q.3 Describe the legal provisions governing the residential status of an individual, an Association of Persons (AOP) and a Company. [17.5]

Q.4 Define the following in the light of provisions of Income Tax Law: [17.5]
 (a) Capital Asset (b) Dividend

Q.5 What is meant by a depreciable asset? Narrate the conditions to claim depreciation and state the rates for Building, Machinery, computer hardware, furniture and motor vehicles. [17.5]

Q.6 Explain the expenses specifically declared inadmissible under Section 21 of the Income Tax Ordinance, 2001. [17.5]

Q.7 Income from other sources: [17.5]
 (a) Give ten examples of income from other sources
 (b) What are the deductions allowable in respect of income from other sources?

Q.8 From the following data, calculate the Taxable Income of Mr. Muhammad Naeem for the Tax Year Ending 30th June, 2015: [17.5]

1. Basic salary Rs.40,000 per month in the scale (Rs.30,000-5,000-60,000)
2. Bonus of Rs.120,000
3. Entertainment allowance Rs.90,000
4. House rent allowance at 50% of the minimum time scale
5. Conveyance allowance Rs.50,000
6. Tax paid by the employer Rs.20,000
7. Zakat was deducted Rs.200,000
8. Training course fee paid by the employer Rs.25,000
9. Encashment against un-availed leave Rs.20,000
10. Interest free loan obtained from employer Rs.700,000
11. Medical allowance Rs.60,000
12. Lahore Gymkhana membership fee paid by the employer Rs.15,000
13. Telephone bills paid by the employee himself Rs.40,000 (tax paid with telephone bills Rs.1000)
14. Tax paid on cash withdrawal from bank Rs.2,500
15. Hotel bills paid by the company relating to official duties Rs.30,000 .

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(OBJECTIVE TYPE)

Q# 1(a): Select the most suitable choice.   (1.5X 10 =15 marks)

(i) EDI (Electronic Data Interchange has the key feature(s).

   (A) No human Intervention   (B) No Paper work

   (C) Exchange of information takes place in seconds (D) All of these

(ii) . Knowledge Management System is:

   (A) KBIS that support the creation and dissemination of knowledge.

   (B) Information in the form of reports. (C) The best form of knowledge. (D) None of the above.

(iii) Which one is not the Electronic communication tool?

   (A) Electronic mail   (B) Internet phone system   (C) MS-Excel   (D) Faxing

(iv) Which of the following individuals typically have less formal, advanced educational degrees and tend to process rather than create information?

   (A) Knowledge workers   (B) System Analysts   (C) Data workers   (D) Executives

(v) Which stage is considered as the last one in SDLC?

   (A) Design (B) Implementation   (C) Requirement Analysis   (D) Maintenance

(vi) . _____ is concerned with policy making objective setting and delivering strategies

   (A) Top management (B) Operational (C) Tactical management (D) All of the these

(vii) Companies can use CRM when they interact with:

   (A) Employees of the Organization   (B) Customers (C) Data workers (D) None of these

(viii) Contemporary software platform trends in the organizations include the growing use of :

   (A) LINUX   (B) Open Source software   (C) Web Services   (D) All of these

(ix) A TEACHER, a STUDENT and a CLASS are all examples of a/(an)

   (A) Attribute   (B) Key field   (C) Field   (D) Entity

(x) What is the right sequence of E-commerce to support the electronic selling?

   (A) Transaction processing, Services and support, Marketing/Discovery

   (B) Marketing/Discovery, Services and support, Transaction Processing

   (C) Marketing/Discovery, Transaction Processing, Services and Support.

   (D) Order Placement, Order Payment, Services and support

Q# 1(b): Mark "T" for true and "F" for false in the following statements: (5 marks)

   (i). An Enterprise Information Portal is a web based interface and integration of MIS, DSS, EIS and other technologies.

   (ii) Correct and complete information must be required for certain decision.

   (iii) E-business cannot have direct feedback from the customer in B2C   **P.T.O.**

(iv) Process Control System is a type of management support system.

(v) There are Four types of CRM.

Q.# 2 (a) What do the following abbreviates stand for.   (10x ½ = 05 marks)

(i)	WWW	(vi)	CPU
(ii)	EFT	(vii)	ISO
At	TCP/IP	(viii)	HTML
(iv)	HRM	(ix)	AI
(v)	ATM	(x)	SAP

Q.# 2(b) Answer any FIVE short Questions: (3x 5= 15))

(i) What is Supply Chain Management System?.

(ii) What are the basic functions of a System?

(iii) How competitive advantages can be gained using IT?

(iv) Define Virtual Company.

(v)Write down the Peripherals for a business PC.

(vi) Write the Overview of Computer Software.

(vii) Write the basic strategies in the business using IT.

Subjective type

Note: Attempt any FOUR Questions.   **Max. Marks: 60**

Q.#3 (a) Define Management Information System. What are the main stakeholders of MIS? (6)

(b) Describe prototyping. Write five advantages of prototyping.   (4+5=9)

Q.# 4   (a) What is the purpose of SDLC? Describe its first Four stages.   (2 +8=10)

(b) Describe any two Models for System Development.   (5)

Q.# 5 (a) How information Technology can help a company be an agile competitor

with the help of customers and business partners.   (2 +6=8)

(b) Give examples of benefits of the companies that have used IT and implemented
competitive strategies   (7)

Q.# 6 (a) Describe MRS. Give at least ONE example showing the benefits of the company.

(2+6=8)

(b) How a Relational Database Management System can help the Management? (7)

Q.# 7 (a) Define DSS. Give any three Practical Case Studies having implemented DSS..

(3+6=9)

(b) Distinguish between a closed system and an open system.   (6)

Q.# 8 Differentiate between:

(i) Top level management and Middle level management.   (6)

(ii) Knowledge Management System and Expert System.   (5)

(iii) B2B and B2C   (4)

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NOTE: *Attempt any FIVE questions. All questions carry equal marks. Question # 1 is compulsory.*

Q.1. Define The Followings?

i.	Human capital	Vi.	Natural Resources
ii.	Business cycles	Vii.	Per Capita Income
iii.	Production function	Viii.	Factors Of Production
iv.	Closed economy	Ix.	Development Economics
v.	Foreign Aid	X.	International Trade

Q.2. Differentiate Between Economic Development And Development Economics? Discuss The Importance And Significance Of Development Economics?

Q.3. Explain "The Rostow's Stages of Economic Growth? Discuss The Take-Off Stage In Detail? Where Do You Think Pakistan Stands Among These Stages?

Q.4. Explain The Different Common Characteristics Of Less Developed Countries?

Q.5 What is "poverty"? What Are Major Causes Of poverty In Pakistan? How we can combat poverty In Pakistan?

Q.6. critically Explain the New Growth Theory in Detail?

Q.7. Write A Short Note On Any **TWO** Of The Followings?

a) Current International Economic Issues
b) inequality
c) National Income

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Third Year 2nd A/2015
Examination: B.B.A. (Hons.)

Roll No. ....

Subject: **Current Business Affairs**
PAPER: 10

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

Q.NO	QUESTIONS	MARKS
	## Section -1: (marks 60) Attempt any four questions .All questions carry Equal Marks.	
1	What is agriculture sector? Write down the importance of agriculture sector in Pakistan.	15
2	Explain the role Micro Finance in poverty alleviation Pakistan.	15
3	Define Financial Markets? Whatis the basic function of financial market? Also explain different types of share.	15
4	What are Islamic financing? Also differentiate between Mudarbah,Musharakah.	15
5	Explain in detail the economic condition of Pakistan.	15
6	What are reasons of depreciation of value of currency in Pakistan? Also write down its effects on our Economy.	15
7	What is telecommunication? What steps taken by the government of Pakistan for improvement of this sector ..	15
8	## Section II ## Attempt any 10 questions from the following. All question carry equal marks. 1. Islamic Banking 2. Common stock 3. IPO 4. Function of money(any four) 5. Balance of Payment 6. Importance Industrial sector of Pakistan 7. Sukuk 8. SBP 9. Different Type of loans 10. Inflation 11. Problems of agriculture in Pakistan(any four) 12. Development of banking sector in Pakistan 13. Growth in telecommunication in Pakistan 14. Define progressive taxation 15. NI vs GDP	40

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Subject: **Corporate Governance**   TIME ALLOWED: **3 hrs.**
PAPER: 11   MAX. MARKS: **100**

Section-1
Objective Portion

Q. 1   Give short answers to any 10 of the following: 4*10=40

   i)   Divestiture of shares

   ii)   External Auditor

   iii)   Powers of Security and Exchange Commission of Pakistan

   iv)   Qualification of Company Secretary

   v)   Meeting of the Board

   vi)   Requirement to attend board meeting

   vii)   Security and Exchange Commission of Pakistan Act 1997 section 6

   viii) Board Composition of listed company

   ix)   Term of Reference

   x)   Appointment of CFO

   xi)   What is Karachi Stock Exchange?

   xii)   Frequency of Audit committee meeting

Section-2
Subjective Portion
Attempt any four questions.

Q.2.   Discuss in detail frequency of financial reporting and corporate compliance.   15

Q.3.   Discuss in detail the function of internal and external auditor.   15

Q.4.   Write down a comprehensive note on powers and functions' of Security and Exchange

       Commission of Pakistan   15

Q.5.   What should be information to be placed for decisions by Board of Governors? Discuss in

       detail.   15

Q.6.   Discuss the responsibilities powers and function of the Board of Directors.   15

Q.7.   What is code of corporate governance? Discuss its attributes in detail.   15

Q.8.   Discuss and differentiate the different types of board of directors.   15