

UNIVERSITY OF THE PUNJAB



Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Credit Management
PAPER: 1

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE questions. All questions carry equal marks.

Q: 1	Define Credit and Explain in detail the Credit appraisal methods.	20
Q: 2	What is Financial Credit and discuss the role of Financial Credit in expansion of the business.	20
Q: 3	Write a Critical note on Consumer Collection Policies and Practices.	20
Q: 4	Explain in detail the role of Credit in economic growth.	20
Q: 5	Define Mortgage and discuss in detail different types of mortgages.	20
Q: 6	Develop a note to highlight financing of Retail and Service Credit Transaction.	20



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Business Research Methods
PAPER: 2

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

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

Q. 1: Briefly discuss the following: (4 x 5).

(Marks: 20)

- I. Internal and External Proposal
- II. Data Mining Process
- III. Focus Groups
- IV. Validity and Reliability of Data

Q. 2: Define business research. Also explain the research process and designing of the study.

(Marks: 20)

Q. 3: With the help of examples, explain the causal and descriptive studies. Also discuss the differences between causal and descriptive studies.

(Marks: 20)

Q. 4: Explain the concepts of population and sampling? With the help of examples, elaborate the various non-probability sampling techniques.

(Marks: 20)

Q. 5: What is meant by questionnaire / instrument? Briefly explain the categories, structure, content, wording and sources of questions.

(Marks: 20)

Q. 6: What is meant by pilot testing? Why is it important and what are its benefits for the overall research?

(Marks: 20)

Q. 7: Briefly explain the various rating scales. Also, discuss the characteristics of good measurement scales? Support your answer with the help of suitable examples.

(Marks: 20)



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Mercantile Law
PAPER: 3

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

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

- Q. 1: Define any 10 of the following terms: 30
- | | |
|-------------------------|----------------------------|
| i. Quasi Contract | xi. Contract |
| ii. Arbitrator | xii. Void Contract |
| iii. Minor | xiii. Future Consideration |
| iv. Partner | xiv. Social Agreements |
| v. Contingent Contract | xv. Lock out |
| vi. Bailor | xvi. Offer |
| vii. Marine Insurance | xvii. Free Consent |
| viii. Limited Liability | xviii. Fraud |
| ix. Bailee | xix. Mistake |
| x. Fire Insurance | xx. Under influence |
- Q.# 2: Define and explain contract? Discuss in detail the lawful essential elements? 17.5
- Q.# 3: What is Consideration? Discuss its 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: Discuss in detail the procedure of 'Registration of Trade Union'? 17.5

UNIVERSITY OF THE PUNJAB



Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Web Engineering
PAPER: 4

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

Question # 01 Write the selected option (a, b,c ,d) on your answer sheet against each of the following. (2x20=40):

1. _____ property specifies an image to use as the background of an element
 - e) backg-img
 - f) backg-image
 - g) background-img
 - h) background-image
2. The _____ property is mostly used to remove underlines from links
 - e) text-trans
 - f) text-transformation
 - g) text-decoration
 - h) text-deco
3. _____ property can be used Increase or decrease the space between words
 - e) space
 - f) word-spacing
 - g) word-space
 - h) Both b and c above
4. To specify table borders in CSS, _____ property is used
 - e) tbl-border
 - f) table-border
 - g) tb-border
 - h) border
5. which of the following statements is/are true?
 - e) Hiding an element can be done by setting the display property to "none"
 - f) Hiding an element can be done by setting visibility property to "hidden"
 - g) Both a and b above
 - h) Hiding an element can be done by setting block property to "hidden"
6. The _____ property specifies the stack order of an element
 - e) d-index
 - f) s-index
 - g) x-index
 - h) z-index
7. What is CSS Float?
 - e) allows other elements to wrap around an element
 - f) element can be pushed to the left or right
 - g) both a and b above
 - h) element can be pushed to any direction
8. Which of the following attributes below are used for a font name?
 - e) fontname
 - f) fn
 - g) font
 - h) face

9. Which machine actually executes the Java Script?

- e) The web server
- f) The machine which is running a web browser
- g) Java Script engine
- h) Both A and C

10. Which attribute is used to hold the Java Script version?

- e) SCRIPT
- f) VERSION
- g) LANGUAGE
- h) VER

11. Which of the following is correct to write "Hello World" on the web page?

- e) System.out.println("Hello World")
- f) print("Hello World")
- g) document.write("Hello World")
- h) response.write("Hello World")

12. Which of the following syntax is correct to refer an external script called "formValidation.js"?

- e) < script href = "formValidation.js">
- f) < script source = "formValidation.js">
- g) < script name = "formValidation.js">
- h) < script src = "formValidation.js">

13. Which organization defines the Web Standards?

- a. Microsoft Corporation
- b. IBM Corporation
- c. World Wide Web Consortium
- d. Apple Inc.

14. How to set a picture as a background web page?

- a. <body background= "bgimage.gif">
- b. <body background image= "bgimage.gif">
- c. <background= "bgimage.gif">
- d. <background image= "bgimage.gif">

15. Which of following HTML Tag will inserting a line break?

- a. <p />
- b. <lb />
- c.

- d. <break />

16. Which of the following tags are related to Table in HTML ?

- a. <table> <row> <column>
- b. <table> <tr> <td>
- c. <table> <head> <body>
- d. <table> <header> <footer>

17. Choose the correct HTML tag to left-align the content of a cell.

- a. <tdleft>
- b. <td leftalign>
- c. valign= "left">
- d. <td align= "left">

18. Is it possible to insert a table within another table?

- a. Yes, but there must be exactly 2 rows and 2 columns in first table.
- b. Yes, table can be inserted into cell of another table.
- c. Yes, but there must be no border in second table.
- d. No, it's not possible.

19. What is the usage of alt value in tag?

- a. Alternative text for an Image
- b. Alternative source of an Image
- c. Caption of an Image
- d. All of above

20. _____ property can be used Increase or decrease the space between words

- a) space
- b) word-spacing
- c) word-space
- d) Both b and c above

SUBJECTIVE

Q # attempts any four questions from the followings. (4x15=60)

Question No 1:

Define and explain HTTP explain its function in detail.

Question No 2:

What is the basic structure of HTML documents explain in detail?

Question No 3:

What are the role of following web development :

- a) Applet
- b) ODBC
- c) IDEs

Question No 4:

- b) What is uniform resource locator explain its component in detail?
- c) What are the benefits of MVC explain it?

Question No 5:

What is the cascading style sheet of javascript explain it in detail?

Question No 6:

- A) How many alter dialogs will be following javascript generate and which will display each of them

```

        Var a= "25";
        function f ()
        {
            Var a = "10";
                Alter (this .a);
                function g()
            {
                g();
            }
        }
        f();

```

- b) Make HTML from the web. Fill in the body of the java script function **changecolor** that the text change in the response to select the made in menu.

```

<style type = "text/css">
    .a {color:blue;}
    .b {color:red;}
    .c { color:yellow;}
</style>
....
<div id = "colortext">select below to change text</div>
<select onchange ="change Color(this.value)">
<option value ="a">blue</option>
<option value ="a">red</option>
<option value ="a">yellow</option>
</select>
<script type = " text/javascript">
//
Function change color(value){
// ANSWER:
}///]]&gt;
&lt;/script&gt;
</pre>
</div>
<div data-bbox="788 943 913 962" data-label="Page-Footer">
<p style="text-align: right;">Page 3 of 3</p>
</div>
```



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

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 the importance of ethics for an HR manager in this changing environment? [20]

Q2: what do you understand by the term recruitment. Discuss its process in detail? [20]

Q3: What are the line and staff aspects of an HR manager? [20]

Q4: Define job analysis? Explain what type of information is collected through job analysis and how this benefit HR managers? [20]

Q5: What is the difference between reliability and validity? Discuss the various types of validity with examples? [20]

Q6: Define strategy? Discuss in detail about corporate, business and functional level strategies? [20]

Q7: Discuss the following: [4*5]

1. Globalization
2. Types of Interview
3. On the Job training
4. Performance appraisal



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Auditing
PAPER: 6

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

NOTE: Attempt any FIVE (5) questions. Question # 1 is compulsory.

Q 1 Write Short Notes

- a) Interim Audit
- b) Test of Controls
- c) Vouching

- d) Working Paper
- e) Timing & Lading

(5*4)

Q 2 What are the different techniques to be used for verification of Bills Payable (20)

Q 3 Who can be an Auditor. What powers are enjoyed by an Auditor of a Public Ltd Company under Company Ordinance 1984? (20)

Q 4 When can an External Auditor rely on the workings of an Internal Auditor? (20)

Q 5 What are the qualities of an Auditor desired under the code of ethics issued by IFAC (20)

Q 6 What is internal Control. Differentiate between Internal check, Internal Audit & Internal Control (20)

Q 7 What are different types of Audit. Explain all three (3) with their advantages & disadvantages. (20)



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Taxation Management (Basic)
PAPER: 7

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
	a) Loss of embezzlement by an employee b) Advertisement c) Fines and penalties d) Employees welfare expenditure e) Rent paid to partner for use of his premises f) Underwriting commission g) Sales tax h) Expenses incurred in raising loans i) Preliminary expenses j) Interest payable to partners k) Private or personal expenses of proprietor l) Price paid for purchase of copyrights or patents m) Drawings of proprietor or partners n) Loss of stock by savages of white ants o) Bad debts	

SUBJECTIVE TYPE

Attempt any FOUR questions, each question carry equal marks.

Attempt any FOUR questions, each question carry equal marks.																																				
Q. 2:	What are the legal provisions governing the residential status of individual, AOP and company in Pakistan?	17.5																																		
Q. 3:	What is provident Fund? Discuss the treatment of various types of provident fund for inclusion in total income and exemption from Income Tax.	17.5																																		
Q. 4:	Why is the distinction between capital and revenue important from Income Tax point of view? Briefly explain six tests for differentiating for differentiating capital and revenue receipts?	17.5																																		
Q. 5:	Write a note on Initial Depreciation and Accelerated Depreciation?	17.5																																		
Q. 6:	Discuss the various types of beliefs and allowances which can be claimed as tax credits by an individual?	17.5																																		
Q. 7:	Describe the deductions admissible against gross income from property?	17.5																																		
Q. 8:	<p>Mr. Hassam is the Chief Accountant of Super Star Industries Limited, Lahore. He has furnished the following particulars of his income for the tax year ended 30th June 2015:</p> <table><tr><td>Basic salary</td><td>Rs.8,00,000</td></tr><tr><td>Bonus</td><td>20,000</td></tr><tr><td>Medical allowance</td><td>90,000</td></tr><tr><td>medical bill reimbursed</td><td>15,000</td></tr><tr><td>not in accordance with term of employment)</td><td></td></tr><tr><td>Commission</td><td>100,000</td></tr><tr><td>Senior post allowance</td><td>60,000</td></tr><tr><td>Lunch facility</td><td>20,000</td></tr><tr><td>Leave encashment during continuity of employment</td><td>40,000</td></tr><tr><td>Utilities allowance</td><td>35,000</td></tr><tr><td>Relocation allowance</td><td>51,000</td></tr><tr><td>Fees for refresher course paid by employer</td><td>25,000</td></tr><tr><td>Concessional loan benefit @ 8%</td><td>700,000</td></tr><tr><td>Cash withdrawal from bank</td><td>80,000</td></tr><tr><td>Hotel bills paid by the company relating to a pleasure trip</td><td>45,000</td></tr><tr><td>Purchase of domestic air ticket</td><td>30,000</td></tr><tr><td>Tax liability borne by the employer</td><td>-</td></tr></table> <p>Notes</p> <ol style="list-style-type: none">Conveyance provided by employer for personal use of employee. Car was purchased by employer for Rs. 600,000.Mr. Hassam was provided rent-free furnished accommodation by his employer. He was entitled to an accommodation allowance of Rs. 25,000 per month, if this accommodation was not provided to him.Withholding tax paid on purchase of domestic air ticket Rs. 1,500.Zakat paid to an approved organization through cross cheque Rs. 25,000.Bonus due but not yet received in current year <p>Required. Calculate tax payable by Mr. Hassam.</p>	Basic salary	Rs.8,00,000	Bonus	20,000	Medical allowance	90,000	medical bill reimbursed	15,000	not in accordance with term of employment)		Commission	100,000	Senior post allowance	60,000	Lunch facility	20,000	Leave encashment during continuity of employment	40,000	Utilities allowance	35,000	Relocation allowance	51,000	Fees for refresher course paid by employer	25,000	Concessional loan benefit @ 8%	700,000	Cash withdrawal from bank	80,000	Hotel bills paid by the company relating to a pleasure trip	45,000	Purchase of domestic air ticket	30,000	Tax liability borne by the employer	-	17.5
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UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Management Information System
PAPER: 8

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

OBJECTIVE PORTION

NOTE: Attempt all Questions.

Q. No. 1 Select the most suitable choice.

(1.5*10=15)

1. Volume of strategic information is
 - a. Condensed
 - b. Detailed
 - c. Summarized
 - d. Irrelevant
2. Volume of operational information is
 - a. Condensed
 - b. Detailed
 - c. Summarized
 - d. Irrelevant
3. Strategic information is
 - a. Haphazard
 - b. Well organized
 - c. Unstructured
 - d. Partly structured
4. Tactical information is
 - a. Haphazard
 - b. Well organized
 - c. Unstructured
 - d. Partly structured
5. Architecture of the database can be viewed as
 - a. Two levels.
 - b. Four levels.
 - c. Three levels.
 - d. One level.
6. The database schema is written in
 - a. HLL
 - b. DML
 - c. DDL
 - d. DCL
7. In the architecture of a database system external level is the
 - a. Physical level.
 - b. Logical level.
 - c. Conceptual level
 - d. View level.
8. In a Hierarchical level model records are organized as
 - a. Graph.
 - b. List.
 - c. Links.
 - d. Tree.
9. The language used in application programs to request data from the DBMS is referred to as the
 - a. DML
 - b. DDL
 - c. VDL
 - d. SDL
10. The DBMS language component which can be embedded in a program is
 - a. The data definition language (DDL)
 - b. data manipulation language(DML)
 - c. The database administrator (DBA)
 - d. A query language.

Q. # 1(b) Mark true (T) and False (F) in the following statements: (5 marks)

- a) Key to represent relationship between tables is called primary key.
- b) MIS is used to make that kind of management which makes decision.
- c) Virtual Reality based model is developed after human brain.
- d) Data manipulation language is use for
- e) MIS is use to develop the system and maintain it for decision makings.

P.T.O.

Q. #2(a) what do the following abbreviates stands for:

(1x10=10)

1	MRS	6	MIS
2	DFD	7	ASCII
3	GUI	8	TPS
4	EDI	9	VGA
5	GDSS	10	TCP/IP

Q.No.2(b) Attempt any five Short Questions

(5*2=10)

- What is MRS explain briefly?
- Define and explain KIS.
- How ERP works briefly explain it?
- What is data isolation in database system?
- What is demand report?
- What is the purpose of schedule report?
- Define agile company?

SUBJECTIVE PORTION

NOTE: Attempt any four Questions: (60 marks)

Q.No.3

- Define and explain expert system. What are its uses? 8
- What is the difference between open and specific model? 7

Q.No.4

- Describe and explain the major types of system in organization? 7
- Define and explain MRS in detail. 8

Q.No.5

- Define and explain the components of DBMS in detail? 8
- What is decision support system explain in detail? 7

Q.No.6

- Define and explain the advantages of E-commerce in detail? 8
- Write a note on Relational Database Management system 7

Q.No.7

- What are the phrases of TPS explain in detail? 7
- Explain incremental model in detail in SDLC. 8

Q.No.8

- What is RDBMS explain its advantages in detail 8
- Define and explain the types of office Automation system. 7



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Development Economics/International Economics
PAPER: 9

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

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

Q.1. Define The Followings?

- | | |
|--------------------------|-------------------|
| i. Globalization | Vi. Inequality |
| ii. Economic Development | Vii. Free trade |
| iii. Production Function | Viii. Labor Force |
| iv. Relative Poverty | Ix. Technology |
| v. Gini Coefficients | X. Unemployment |

Q.2. Differentiate between absolute and relative poverty ? Explain major causes of poverty? How can we control on poverty?

Q.3. Explain Harrod-Domar Model in detail?

Q.4 Explain HDI-Human Development Index? How it is calculated?

Q.5 What Is "Unemployment"? What Are Its various types? How We Can Measure Unemployment In Less Developed Countries?

Q.6. Why Less Developed Countries Are Not Still Developed? What Are The Causes Of Their Underdevelopment? Give Suggestions For Their Development?

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

- New Growth Theory
- International Dependence Revolution
- Stages of Economic Development



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Current Business Affairs
PAPER: 10

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

Section – I

(Marks 60)

NOTE: Attempt any 4 Questions. All questions carry equal marks.

1. Define Cheques and Credit Cards. Why are cheques and credit cards not money?
2. What is the Cause of the high unemployment rate in Pakistan?
3. Explain in detail the economic condition of Pakistan.
4. What are reasons of depreciation of value of currency in Pakistan? Also write down its effects on our Economy.
5. Define Central Bank. What are the different functions of SBP?
6. What are different exports of Pakistan? Write a detail note on cotton export of Pakistan in 2015.
7. Evaluate the significance of water conflict between India and Pakistan.

Section – II

(Marks 40)

NOTE: Attempt any 10 Questions. All questions carry equal marks.

1. Islamic Banking
2. Common Stock
3. Balance of Payment
4. Importance Banking Sector of Pakistan
5. Different type of Loans
6. Inflation and Deflation
7. Problems of Agriculture in Pakistan (any four)
8. Development of Banking Sector in Pakistan
9. Growth in telecommunication in Pakistan
10. Define progressive taxation
11. Types of bank accounts
12. Sources of business finance
13. Function of Money (any four)
14. Importance Industrial Sector of Pakistan
15. SBP



UNIVERSITY OF THE PUNJAB

Third Year A/2016
Examination: B.B.A. (Hons.)

Roll No.

Subject: Corporate Governance
PAPER: 11

TIME ALLOWED: 3 hrs.
MAX. MARKS: 100

Section-1

Objective Portion: Question # 1 is Compulsory.

Q. 1 Give short answers:

4*10=40

- i) Pakistan Stock Exchange
- ii) External Auditor
- iii) Qualification of Company Secretary
- iv) Meeting of the Board
- v) Requirement to attend board meeting
- vi) Board Composition of listed company
- vii) Term of Reference
- viii) Appointment of CFO
- ix) What is Karachi Stock Exchange?
- x) 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