



# UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Third Year : 2<sup>nd</sup> Annual-2019 & Annual-2020

Roll No. ....

Subject: Credit Management

Paper: 1

Time: 3 Hrs. Marks: 100

## SPECIAL EXAMINATION, AJMAN, U.A.E.

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

Q: 1	Define Home mortgage? Also discuss different types of mortgages executed to secure Finance?	20
Q: 2	“Credit is vital for economic development”. Discuss?	20
Q: 3	What are different areas for which business credit is required? Also discuss its importance for Business growth?	20
Q: 4	Define Consumer Credit and explain different types of Consumer Credit?	20
Q: 5	Develop a note on significance of Current Assets Management for Financial Credit?	20
Q: 6	Define Consumer Credit and write in detail Management of Consumer Credit, highlighting Credit decisions, Monitoring and strategies for recovery?	20



## SPECIAL EXAMINATION, AJMAN, U.A.E.

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

Q:1	Briefly discuss the following: I. Experience survey II. Construct III. Practicality IV. Applied Research V. Intervening variable	4x5=20
Q:2	Define research proposal. What are the contents of a written research proposal? Also explain the chief differences between internal and external proposals.	20
Q:3	Differentiate between observations and interviews. What are the pros and cons of different types of interviews?	20
Q:4	Define the term "Data-Mining". Also explain the evolution of Data-Mining and Data-Mining process.	20
Q:5	Differentiate between sampling error and non-sampling error. Also explain the systematic random sampling, How and where is it used?	20
Q:6	Explain the scope, importance and limitations of business research.	20
Q:7	What are the key differences between qualitative and quantitative research methods? Also discuss the main activities involved in qualitative analysis?	20