UNIVERSITY OF THE PUNJAB

B.B.A. (Hons.) Third Year : 2nd 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

UNIVERSITY OF THE PUNJAB

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

Roll No. ....

Subject: Business Research Methods   Paper: 2   Time: 3 Hrs.   Marks: 100

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

UNIVERSITY OF THE PUNJAB

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

Subject: Mercantile Law   Paper: 3

Roll No. ....

Time: 3 Hrs. Marks: 100

SPECIAL EXAMINATION, AJMAN, U.A.E.

SECTION – I

Q.1. Attempt any FOUR questions. All questions carry equal marks. (4x15=60)

i.   All contracts are agreements, but all agreements are not contracts. Explain the validity of this statement along with essentials of a valid contract.   (15)

ii.   Differentiate between offer and invitation to offer. Explain essentials of a valid offer.   (15)

iii.   Define contract and also explain its essentials.   (15)

iv.   What do you mean by capacity of parties also explain nature of minor's liability?   (15)

v.   What do we mean by free consent also explain in detail undue influence?   (15)

vi.   What are rights and duties of partners in a partnership to each other?   (15)

vii.   What are the legal requirements of timings of laborers, children and women in a factory? Explain in detail.   (15)

SECTION – II

Q.2. Explain any TEN (10) of the following.   **(10x4=40)**

i.   Void agreement
ii.   Misrepresentation
iii.   Partnership at will
iv.   Caveat Emptor
v.   Time Barred Debt
vi.   Time Lapse
vii.   Privity to Contract
viii.   Sleeping Partner
ix.   Active Partner
x.   Cross offer
xi.   Hypothecation
xii.   Consideration
xiii.   Invitation to offer
xiv.   Fiduciary relationship
xv.   Parda Nasheen Lady

UNIVERSITY OF THE PUNJAB

Roll No. in Fig. ....

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

Roll No. in Words. ....

Subject: Web Engineering   Paper: 4   Time: 1 Hr. Marks: 50

Signature of Supdt.:

Attempt this Paper on this Question Sheet only.
Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

SPECIAL EXAMINATION, AJMAN, U.A.E.

Q.1. (a):   Please encircle the most appropriate answer from given options.   (20 x 2 = 40)

1-Which of the following is not a valid attribute for either <OL> tag or <LI> tag?
   a) begin
   b) start
   c) type
   d) value

2-If an image that is used has a link as a border, the border:
   a) is always black
   b) is invisible
   c) Displays default link colors
   d) changes color when mouse moves over it

3-The attribute "href", used with the <a> tag:
   a) stands for "hypertext reference"
   b) uses the name of a linked page or file
   c) uses the URL of a linked page or file
   d) all of above

4-Choose the correct HTML tag to make a text bold?
   a) <b>
   b) <bold>
   c) <bb>
   d) <bld>

5-What is the correct HTML for adding a background color?
   a) <body color="yellow">
   b) <body bgcolor="yellow">
   c) <background>yellow</background>
   d) <body background="yellow">

6-Choose the correct HTML tag for the smallest size heading?
   a) <heading>
   b) <h6>
   c) <h1>
   d) <head>

7-What is the correct HTML tag for inserting a line break?
   a)
   b) <lb>
   c) <break>
   d) <newline>

8-What does vlink attribute mean?
   a) visited link
   b) virtual link
   c) very good link
   d) active link

9-Which attribute is used to name an element uniquely?
   a) class
   b) id
   c) dot
   d) all of the above

10-Which tag creates a check box for a form in HTML?
   a) <checkbox>
   b) <input type="checkbox">
   c) <input=checkbox>
   d) <input checkbox>

11-To create a combo box (drop down box) which tag will you use?
   a) <select>
   b) <list>
   c) <input type="dropdown">
   d) all of the above

12-Which of the following is not a pair tag?
   a) <p>
   b) <u>
   c) <i>
   d) <img>

13-To create HTML document you requirea
   a) web page editing software
   b) High powered computer
   c) Just a notepad can be used
   d) None of above

14-The special formatting codes in HTML document used to present content are
   a) Tags
   b) Attributes
   c) values
   d) none of the above
15-HTML documents are saved in
   a) Special binary format
   b) Machine language codes
   c) ASCII text
   d) d. None of above
16-Some tags enclose the text. Those tags are known as
   a) Couple tags
   b) Single tags
   c) Double tags
   d) Pair tags
17-The _____ character tells browsers to stop tagging the text
   a) ?
   b) /
   c) >
   d) %
18-In HTML document the tags
   a) Should be written in upper case
   b) should be written in lower case
   c) should be written in proper case
   d) can be written in both uppercase or lowercase
19-There are _____ different of heading tags in HTML
   a) 4
   b) 5
   c) 6
   d) 7
20-To create a blank line in your web page
   a) press Enter two times
   b) press Shift + Enter
   c) insert <BR> tag
   d) insert <BLINE>

Q. 1(b): What does the following stands for: (1 x 10 = 10)

1 **HHTP**
   _____

2 **ODBC**
   _____

3 **JDBC**
   _____

4 **HTML**
   _____

5 **SSL**
   _____

6 **ASP**
   _____

7 **URL**
   _____

8 **API**
   _____

9 **TCP/IP**
   _____

10 **CSS**
   _____

UNIVERSITY OF THE PUNJAB

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

Subject: Web Engineering   Paper: 4

Roll No. ....

Time: 2 Hrs.   Marks: 30

SPECIAL EXAMINATION, AJMAN, U.A.E.

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

Attempt any three questions from the followings.   (3x10=30)

Q. No. 2:

Make a program which insert a video in an HTML document use embed tab

Q. No. 3:

Write HTML Code that creates puzzle looking table as follows:

Top		
Way left	Middle Up	Way right
	Middle Down	
Bottom		

Q. No. 4:

What is active server page explain its functionalities in detail.

Q. No. 5:

What is web system architecture explain it in detail.

UNIVERSITY OF THE PUNJAB

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

Roll No. ....

Subject: Human Resource Management   Paper: 5   Time: 3 Hrs.   Marks: 100

SPECIAL EXAMINATION, AJMAN, U.A.E.

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

Q1: Write short notes on following: [20]

   a) Succession planning
   b) Vision and Mission statement
   c) HR Scorecard
   d) Background investigation
   e) Benefits and drawbacks of job enlargement

Q2: Discuss the relationship between motivation and incentives. Why effective incentive plans are important for employees and firms? Also discuss the various types of incentives? [20]

Q3: Why effective recruitment is important for the organizations? Also discuss internal source of candidates? [20]

Q4: Briefly discuss the trend which are shaping contemporary human resource management practices. Give appropriate examples regarding these trends and their impact on HR practices. [20]

Q5: What is succession planning? Why is it important for an organization? Also discuss the role of job enrichment, job enlargement and job rotation in succession planning process. [20]

Q6: Discuss in detail about job description and job specification? Do you think companies can do better without detailed job description? Provide justification of your answer. [20]

Q7: Why efficient employee selection is important for an organization? Discuss the importance of reliability along with its types? [20]

UNIVERSITY OF THE PUNJAB

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

Roll No. ....

Subject: Auditing   Paper: 6   Time: 3 Hrs. Marks: 100

SPECIAL EXAMINATION, AJMAN, U.A.E.

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

Q.1   Write a short note on the following:

a)   Window dressing

b)   Teeming & lading

c)   Routine checking

d)   Audit working paper

Q.2   What is meant by commercial fraud? Explain its different types.

Q.3   Define internal check internal audit & internal control system. Suggest a suitable system of internal check over cash receipts and cash payments of large retail store.

Q.4   Define vouching. What are the techniques of vouching?

Q.5   Briefly explain the rights duties of an auditor of a public limited company.

Q.6   Define verification. Discuss in detail the techniques of verification.

Q.7   What is meant by continuous audit. Discuss its advantages and disadvantages.

UNIVERSITY OF THE PUNJAB

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

Subject: **Taxation Management (Basic)**   Paper: **7**

Roll No. ....

Time: **3 Hrs.** Marks: **100**

SPECIAL EXAMINATION, AJMAN, U.A.E.

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

OBJECTIVE TYPE

Q 1: Define the following: **(10x3=30)**

(1)   Principal Officer

(2)   Taxpayer

(3)   Depreciable Asset

(4)   Tax

(5)   Officer of Inland Revenue

(6)   Speculation Business

(7)   KIBOR.

(8)   Transitional Tax Year

(9)   Associates

(10)   Whistle Blower.

SUBJECTIVE TYPE

Q.2 What is provident fund? Discuss the treatment of various types of provident fund for inclusion in total income and exemption from income tax. (Marks 17.5)

Q.3 Why is the distinction between capital and revenue important from income tax viewpoint? Briefly explain six tests for differentiating capital and revenue receipts. (Marks 17.5)

Q.4 "Federal Board of Revenue is the highest executive authority in the administration of income tax law." Discuss in detail. (Marks 17.5)

Q.5 Discuss the various types of reliefs and allowances which can be claimed as tax credits by an individual. (Marks 17.5)

Q.6 Define the following terms under the Sales Tax Act 1990: (Marks 17.5)
     a)   Tax Fraud
     b)   Arrears
     c)   Output Tax
     d)   Wholesaler

Q.7 Discuss at least ten allowable deductions under the head "Income from business or profession" under section 20 of the Income Tax Ordinance, 2001. (Marks 17.5)

Q 8 Compute the taxable income of Mr. Faheem who during the tax year ended 30th June 2019 derived income form the following sources: (Marks 17.5)

Salary	Rs. 7,95,000
Annual leave fare assistance	29,600
Interest free loan received from employer	18,00,000
Overtime payments received	40,500
Encashment of leave preparatory to retirement	70,000
Conveyance provided by employer	
(Both for personal & professional use) The employer took this car from a Leasing company at annual lease rent of Rs. 170,000 the fair market value of this car at the commencement of lease was Rs. 16,00,000	
Gratuity received from the employer (Approved by Board)	3,25,000
Reimbursement of gas, water and electricity bills	50,000
Agricultural Income	1,80,000
Profit from speculation business	3,00,000
Loss from other speculation business	2,75,000
Profit on sale of inherited jewelry	55,000
(Holding period more than 12 months)	
Zakat deducted	54,620
Prize on prize bond	40,000
Tax dedicated at source	12,000
Amount claimed for rebate:	
c) Shares of listed company purchased sold by Privatization Commission of Pakistan	90,000
d) Donation to Punjab University	32,000

Required: Compute taxable income and tax payable

Tax rate for salaried person year 2019:

1	Where the taxable income does not exceed Rs. 4,00,000	0%
2	Where the taxable income exceeds Rs. 4,00,000 but does not exceed Rs. 8,00,000	Rs.1000
3	Where the taxable income exceeds Rs. 8,00,000 but does not exceed Rs. 12,00,000	Rs. 2,000
4	Where the taxable income exceeds Rs. 12,00,000 but does not exceed Rs. 25,00,000	5% of the amount exceeding Rs. 12,00,000
5	Where the taxable income exceeds Rs. 25,00,000 but does not exceed Rs. 40,00,000	Rs. 65,000 + 15% of the amount exceeding Rs. 25,00,000
6	Where the taxable income exceeds Rs. 40,00,000 but does not exceed Rs. 80,00,000	Rs. 290.000+20% of the amount exceeding Rs. 40,00,000

UNIVERSITY OF THE PUNJAB

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

Roll No. ....

Subject: Management Information System   Paper: 8

Time: 1 Hr. 30 Min. Marks: 60

SPECIAL EXAMINATION, AJMAN, U.A.E.

ATTEMPT THIS (SUBJECTIVE) ON THE SEPARATE ANSWER SHEET PROVIDED

Attempt any FOUR questions from the followings.   (4x15=60)

Question No. 4

(a) Describe the different Data Collection Methods used in System Development. **(8)**

(b) Discuss Confidentiality, Integrity and Availability (CIA) features of information system. **(7)**

Question No. 5

(a) Briefly discuss components of Decision Support System. **(7)**

(b) Describe different subsystems of Management Information System (MIS) in detail. **(8)**

Question No. 6

(a) What are the important roles of MIS in business? **(10)**

(b) What are the responsibilities of System Analyst? **(5)**

Question No.7

(a) What are Decisions? Discuss Structured, Unstructured and Semi Structured Decisions in detail. **(5)**

(b) Briefly describe the Prototyping System Development approach. **(10)**

Question No. 8

(a) Describe different types of Reporting Methods (Push & Pull Reporting). **(10)**

(b) Discuss benefits and drawbacks of Realtime Processing. **(5)**

Question No. 9

(a) Describe Water Fall Method in detail. **(5)**

(b) Describe four Feasibility types used in SDLC. **(10)**

Question No. 10

(a) Briefly discuss Decision Making Process. **(7)**

(b) What is System Development Life Cycle (SDLC)? Enlist its different phases. **(8)**

UNIVERSITY OF THE PUNJAB

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

Subject: Management Information System

Paper: 8

Time: 1 Hr. 30 Min. Marks: 40

Roll No. in Fig. ....

Roll No. in Words. ....

....

Signature of Supc

Attempt this Paper on this Question Sheet only.
Division of marks is given in front of each question.
This Paper will be collected back after expiry of time limit mentioned above.

SPECIAL EXAMINATION, AJMAN, U.A.E.

Q. No. 1.   Mark T for True and F for False accordingly   (15)

1.	Agile Company can profitably operate in a competitive environment of continual and unpredictable changes in customer preferences, market situations and business opportunity	
2.	Automation Benefits of Information System may be increased if standardization is followed in processes.	
3.	Correct and complete information must be required for certain decisions.	
4.	Data Modeling and Analysis tools are available in a particular MRS.	
5.	E-Business is a subset of E-Commerce	
6.	ESS are more user friendly and contains link to internal as external source of information.	
7.	GUI based OS are less user friendly as compared to Command Line Interpreter	
8.	Magnetic Tape is a sequential access storage Device.	
9.	MRS is not a type of Management Support system	
10.	MS-Excel is an example of DSS.	
11.	Normally top management has to make Structured Decisions.	
12.	HRIS enables the business to understand the customers better.	
13.	Secret information may be encrypted when it will travel over a communications line that may not be secure	
14.	Slip printed from ATM is an example of Information document.	
15.	Structured Decisions are based on personal liking and disliking.	

Q.2   Please encircle the most appropriate answer from given options.   (10 x 2 = 20)

1.   Lower Management has to make _____ decisions.
  (a) Semi structured
  (b) Structured
  (c) Un structured
  (d) All above

2.   Information System helps to automate the process haivng _____
  (a) SAD
  (b) SAP
  (c) Well Strucured tasks
  (d) None of the above

3.   _____ helps the business to understand the clients better
  (a) CRM
  (b) CSR
  (c) ERP
  (d) None of the above

4. DBMS is used to create and maintain

    (a) Spreadsheet   (c) Documents

    (b) Prsentation   (d) Database

5. Database is collection of _____

    (a) Field   (b) Files

    (c) Record   (d) Folders

6. OSI Model has _____ Layers

    (a) Nine   (b) Five

    (c) Six   (d) Seven

7. Examples of Communication Protocols except

    (a) FTP   (b) TCP/IP

    (c) SMTP   (d) UTP

8. Which is NOT an advantage of the database approach?

    (a) Minimal data redundancy   (b) Limited Data Sharing

    (c) Improved data quality   (d) Reduced program maintenance

9. An organized collection of logically related data for easy and faster access is called _____

    (a) Metadata   (b) Database

    (c) DBMS   (d) File Organization

10. _____ Information represent detail transactional data

    (a) Tactical   (c) Structured

    (b) Operational   (d) Strategic

Q. No. 3.   **What do the following Abbreviations stands for?**   **(05)**

(01) SDLC _____

(02) KMS _____

(03) CBIS _____

(04) MIS _____

(05) GIGO _____

UNIVERSITY OF THE PUNJAB
B.B.A. (Hons.) Third Year : 2nd Annual-2019 & Annual-2020

Roll No. ....

Subject: *Development Economics/International Economics*   Paper: 9   *Time: 3 Hrs.   Marks: 100*

SPECIAL EXAMINATION, AJMAN, U.A.E.

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

Q.1. **Define The Followings?**

i. Underdevelopment
ii. Per Capita Income
iii. Production Function
iv. Inequality
v. Gini Coefficient
Vi. National Income
Vii. Closed Economy
Viii. Child labor
Ix. Indirect Tax
X. Traditional Economy

Q.2. Define "Economic Development"? Discuss various methods of measurement of economic development with their strength and weaknesses?

Q.3. Critically discuss the essentials of stages of economic growth model given by Walt.W.Rostow? Does it provide a satisfactory explanation for the process of economic development?

Q.4. Define national income and its various concepts? Critically discuss the various methods of measurement of national income ?

Q.5. Define Unemployment? Discuss various causes of unemployment? How we can control on unemployment in less developed countries? Give measures?

Q.6. Critically discuss The New Growth Theory in Detail? Explain its importance and limitations?

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

a) International Dependence Revolution
b) Harrod-Domar Model
c) Poverty

UNIVERSITY OF THE PUNJAB

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

Roll No. ....

Time: 3 Hrs.   Marks: 100

Subject: Current Business Affairs   Paper: 10

SPECIAL EXAMINATION, AJMAN, U.A.E.

Section-I

Note: Attempt any FOUR questions. All questions carry equal marks.   **(4x20=60)**

Q. 1 What is meant by bonds and stocks? Explain the procedure and working for the issuance, exchange and transfer of Bonds and Stocks in the financial market with example.

Q.2 Taxation system is essential for every economy to cope the emerging challenges and Govt. expenditure at every part of the world. Explain the advantages and disadvantages of Direct Taxation and Indirect Taxation for the developing and emerging economies.

Q.3 Write a note on any one of the followings:
   a. Challenges and Opportunities of Communication Sector
   b. Challenges and Opportunities of Money and Banking Sector

Q.4 SME sector has a great potential the cotemporary business world for non-conventional business ventures. Being Entrepreneur, explain the mechanism/strategies to exploit the benefits from SME sector for economic development in the emerging economies like Pakistan with examples.

Q. 5 Fuel and energy sector has a great intervention in the cotemporary business world. Explain the need and role of fuel and energy sector for promotion of exports for economic development in the emerging economies.

Q 6 IT and Computer Technology has a great intervention in the cotemporary business world. Explain the need and impact of innovation and change on business and its stakeholders.

Q 7 Discuss the potential of agriculture sector of Pakistan. Moreover, suggest practical measures and remedies to overcome existing limitations and deficiencies faced by this important sector of the economy.

Section-II

Note: Attempt TEN questions. All questions carry equal marks.   **(10x4=40)**

1. Sole proprietorship
2. Company analysis
3. Equity financing
4. Leasing
5. Working capital
6. Current assets
7. Bullish trend
8. Time value of money
9. Joint Stock Company
10. Digital currency
11. Insurance company
12. Exchange rate
13. Common shares
14. SME sector
15. CPEC

UNIVERSITY OF THE PUNJAB

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

Subject: Corporate Governance   Paper: 11

Roll No. ....

Time: 3 Hrs.   Marks: 100

SPECIAL EXAMINATION, AJMAN, U.A.E.

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

Section-I

Q. 1   Give short answers.   4 Marks Each

i.   Briefly discuss board meeting proceedings

ii.   What are different standards for membership of audit committee?

iii.   "Oversight of financial reporting and accounting policies". Discuss

iv.   "Whether Executive Directors and employee of the company can be same?" Discuss

v.   Which type of meeting is "Annual General Meeting"?

Section-II

ATTEMPT ANY FOUR QUESTIONS.

Q.2.   Discuss in detail the uses and limitation of financial statements published by companies every year?   20

Q.3.   What are the contents and importance of Director's report?   20

Q.4.   Discuss the powers and rights of shareholders.   20

Q.5.   Discuss which contents are important in financial reporting framework to address misgovernance?   20

Q.6.   Explain code of corporate governance with respect to eradicating fraudulent activities or misgovernance while conducting business activities.   20

Q.7.   What is a procedure to address conflict of interest between ownership and control? Also discuss what are important guidelines of SECP in this regard?   20

Q.8.   Discuss composition of audit committee and its reporting procedure.   20