

- Q.1 With reference to the SME sector, highlight the 5 key objectives of Trade Development Authority of Pakistan.
- Q.2 Highlight any 5 factors that hamper the provision of finance by the banking sector to SMEs.
- Q.3 A. Define credit scoring.  
B. List any 4 benefits of credit scoring.
- Q.4 A. Define collateral.  
B. Explain with examples any 4 attributes of good collateral.  
C. What are some of the issues that SME's face in providing banks with good collateral? Highlight any 4.  
D. Suggest any 2 ways in which SMEs can improve the quality of the collateral.  
E. Suggest any 2 ways in which banks can structure facility which can reduce the dependence on collateral.
- Q.5 A. SME's main challenge in Pakistan is the lack of eco friendly system. List and explain 5 main components of the SME eco system.  
B. In your view, which component is of utmost importance? Give reasons for your view.  
C. In your opinion, what is the role that the Government can play in providing access to finance to SMEs?
- Q.6 A. Differentiate between the credit risk of an SME and a Corporate. List and explain and 3 key differences along with examples.  
B. What are the risk mitigation strategies that can be adopted by banks for the risks in SME finance?
- Q.7 Discuss any 5 risk evaluation techniques with reference to CDD/AML for SME lending.
- Q.8 Describe any three inherent strengths and any two weaknesses of SME.