SULIT

POLITEKNIK MALAYSIA

BAHAGIAN PEPERIKSAAN DAN PENILAIAN
JABATAN PENGAJIAN POLITEKNIK
KEMENTERIAN PENDIDIKAN MALAYSIA

JABATAN PERGADANGAN

PEPERIKSAAN AKHIR

SESI JUN 2014

PS504 : CREDIT MANAGEMENT

TARIKH : 03 NOVEMBER 2014
MASA : 11.15 AM - 1.15 PM (2 JAM)

Kertas ini mengandungi **DUA PULUH (20)** halaman bercetak.
Bahagian A: Objektif (25 soalan)
Bahagian B: Esei (3 soalan)
Dokumen sokongan yang disertakan : ~~Kertas Graf, Formula dsb~~ / Tiada

---

JANGAN BUKA KERTAS SOALAN INI SEHINGGA DIARAHKAN

(CLO yang tertera hanya sebagai rujukan)

SULIT

SECTION A: 25 MARKS
BAHAGIAN A: 25 MARKAH

INSTRUCTION:
This section consists of **TWENTY FIVE (25)** objective questions. Mark your answers in the OMR form provided.

ARAHAN :
*Bahagian ini mengandungi **DUA PULUH LIMA (25)** soalan objektif. Tandakan jawapan anda di dalam borang OMR yang disediakan.*

CLO1
C2

1. According to Theory I risk and return, the higher the risk, the higher the return and the lower the risk the lower the return. It means that banks will not gain high profit because they will bear high risk. So for this reasons, financial institution are keen to operate _____.

Berdasarkan Theory 1 risiko dan pulangan, semakin tinggi risiko semakin tinggi pulangan dan semakin rendah risiko semakin rendah pulangan. Ini bermakna, institusi kewangan akan menanggung risiko yang besar untuk mendapatkan pulangan yang tinggi. Oleh sebab itu, institusi kewangan berminat untuk menjalankan _____.

A. venture capital
modal teroka

B. diversification
kepelbagaian

C. adjust profit rate
Laraskan kadar keuntungan

D. compete among banks
bersaing antara bank.

CLO1
C1

2. What is the purpose of minimum liquidity requirement?
Apakah tujuan keperluan mudah tunai minimum?

A. to protect depositor.
untuk melindungi pendeposit

B. to attract customers.
untuk menarik pelanggan.

C. to expand bank's operation.
untuk meluaskan operasi bank.

D. to meet withdrawal from depositor
bagi memenuhi pengeluaran daripada pendeposit.

CLO1
C2

3. Which one of the following answers is the purpose of house financing?
Yang manakah antara jawapan berikut, adalah tujuan bagi pembiayaan rumah?

A. for personal use
untuk kegunaan peribadi

B. to buy property
untuk membeli harta.

C. to expand business
untuk memperbesarkan perniagaan.

D. as initial value for investment
sebagai modal awal untuk pelaburan.

CLO1
C3

4. What is the negative implication of using credit card?
Apakah kesan negatif menggunakan kad kredit?

A. Credit fees
Yuran kredit

B. Convenience
Mudah

C. Emergencies
Kecemasan

D. Immediate possession
Pemilikan serta-merta

CLO1
C3

5. Based on the principle of good credit, what will the bank consider for the amount of financing?
Berdasarkan ciri-ciri kredit yang bagus, apakah nilai pembiayaan yang akan dipertimbangkan oleh pihak bank?

A. present income.
pendapatan semasa.

B. amount is beneficial to the customer.
jumlah mestilah mendatangkan faedah kepada pelanggan.

C. amount must reflect the government policy.
jumlah mestilah berdasarkan polisi kerajaan.

D. amount of financing must be sufficient for the given purpose.
jumlah pembiayaan mestilah mencukupi berdasarkan tujuan.

CLO1
C1

6. Which of the following is the formula of debt ratio?

Di antara yang berikut yang manakah merupakan formula nisbah hutang?

A. EBIT/Interest
EBIT/ Faedah

B. (Debt/Equity)*100%
*(Hutang/ Ekuiti)*100%*

C. (Total liabilities/Total assets)*100%
*(Jumlah liability/ Jumlah asset)*100%*

D. (Net profit after tax/Total assets)*100%
(Keuntungan bersih selepas cukai/jumlah asset)*100%

CLO1
C1

7. Financing for corporate bodies does not require collateral as security. So, financing to corporate bodies is known as a _____.

Pemberian pembiayaan kepada badan korporat tidak memerlukan cagaran sebagai jaminan. Oleh itu, pembiayaan kepada badan korporat dikenali sebagai _____.

A. Secure credit
Kredit bercagar

B. Unsecured credit
Kredit tidak bercagar

C. Corporate financing
Pembiayaan korporat

D. Commercial financing
Pembiayaan komersial

CLO1
C3

8. When financing repayment becomes overdue for a certain number of days, bank will _____.

Apabila pembayaran balik pembiayaan telah tertunggak beberapa hari bank akan _____.

A. sent a bill
menghantar bil

B. sent a letter
menghantar surat

C. make a phone call
membuat panggilan telefon

D. using collection agencies
menggunakan agensi kutipan

CLO 1
C2

9. What is the objective of the recovery process?

Apakah objektif proses pemulihan?

A. to know about the customer
untuk mengetahui tentang pelanggan

B. to know the customer's capacity
untuk mengetahui kapasiti pelanggan

C. to know the customer's capital
untuk mengetahui modal pelanggan

D. managing recovery cost efficiently
menguruskan kos pemulihan secara cekap.

CLO2
C1

10. Below is the 5'Cs components, **EXCEPT**_____.
Di bawah adalah komponen 5'Cs, ***KECUALI***_____.

A. Capital
Modal

B. Capacity
Kapasiti

C. Conditions
Keadaan

D. Consistency
Tetap

CLO2
C1

11. _____ refer to the degree of commitment.
_____ *merujuk tahap komitmen.*

A. Capital
Modal

B. Capacity
Kapasiti

C. Character
Watak

D. Condition
Keadaan

CLO2
C1

12. _____ is a type of debt instrument that is not secured by physical assets or collateral.

_____ *ialah jenis instrumen hutang yang tidak dicagarkan dengan aset fizikal sebagai cagaran.*

A. Land
Tanah

B. Share
Saham

C. Deposit
Deposit

D. Debentures
Debentur

CLO2
C1

13. Stock and share are accepted as financing security. Which of the following are the types of shares?

Stok dan saham diterima sebagai jaminan pembiayaan. Manakah antara berikut adalah jenis saham tersebut?

i. Share price
Harga saham

ii. Stock price
Harga stok

iii. Quoted share
Saham disebut harga

iv. Unquoted share
Saham tidak disebut harga

A. i & ii

B. ii & iii

C. i & iv

D. iii & iv

CLO2
C1

14. Covenants are really a type of _____. If validly reached it is enforceable by a court.

Perjanjian-perjanjian adalah benar-benar satu jenis _____. Jika sah, boleh dikuatkuasakan oleh mahkamah.

A. Contractual
Kontrak

B. Agreement
Perjanjian

C. Document
Dokumen

D. Contractual agreement
Perjanjian berkontrak

CLO2
C2

15. What is the content of a Financing Agreement?

Apakah kandungan Perjanjian Pembiayaan?

i. Repayment method
Kaedah pembayaran balik

ii. Purpose of the financing
Tujuan pembiayaan

iii. The amount of the financing
Jumlah pembiayaan

iv. Signature of the customer and guarantor
Tandatangan customer dan penjamin

A. ii, iii

B. i, ii, iii

C. i, ii ,iv

D. ii, iii, iv

CLO2
C2

16. Warning signal of future credit problem can be examined by:
Isyarat amaran untuk masalah kredit pada masa hadapan boleh diukur dengan:

i. Management
Pengurusan

ii. Operation activities
Operasi aktiviti

iii. General warning signal
Isyarat amaran am

iv. Borrower's financial statement
Penyata kewangan peminjam

A. i, ii, iii
B. i, ii, iv
C. i, iii, iv
D. i, ii, iii, iv

CLO2
C1

17. _____ refers to when the customer unable to pay off their due repayment installment according to the terms and conditions of financing agreement.
_____ *adalah merujuk kepada pelanggan yang tidak dapat membayar ansuran pembayaran balik mengikut terma dan syarat perjanjian pembiayaan.*

A. Red flag
bendera merah
B. Bad debt
hutang lapuk
C. Capacity
kapasiti
D. Warning signal
amaran isyarat

CLO3
C2

18. Which of the following is the category of total asset turnover?
Yang manakah antara berikut adalah kategori perolehan keseluruhan aset?

A. Liquidity ratio
Nisbah kecairan

B. Leverage ratio
Nisbah leverage

C. Efficiency ratio
Nisbah kecekapan

D. Profitability ratio
Nisbah keuntungan

CLO3
C2

19. The following are the risk of trading company, **EXCEPT**_____
Berikut adalah risiko syarikat perdagangan, ***KECUALI***_____

A. Liquidity risk.
Risiko kecairan.

B. Economic risk.
Risiko ekonomi.

C. Raw material risk
Risiko bahan mentah.

D. Product and market risk
Risiko pasaran dan produk.

CLO3
C2

20. The following are the advantages of deposit, **EXCEPT**_____.

Berikut adalah kelebihan deposit, ***KECUALI***_____.

A. Easily to liquid
Mudah dicairkan

B. Have a floating charge
Mempunyai caj terapung

C. Documentation is simple and easy to take.
Penyediaan dokumen adalah mudah

D. Interest compounded upon renewal will increase the principle amount.
Pembaharuan faedah kompaun akan meningkatkan jumlah principal.

CLO3
C2

21. The following are the basic criteria for taking a suitable collateral,
EXCEPT_____.

Berikut adalah kriteria asas mengambil cagaran yang sesuai,
KECUALI_____.

A. Value
Nilai

B. Validity
Kesahan

C. Insurance
Insuran

D. Liquidity
Kecairan

CLO3
C2

22. The Deed of Debenture must cover the following items, **EXCEPT**_____.

Surat Ikatan Debentur perlu meliputi butiran yang berikut,

KECUALI_____.

A. A fixed charge
Caj tetap

B. A floating charge
Caj terapung

C. Equity mortgage
gadai janji equity

D. Restriction on the company
halangan ke atas syarikat

CLO3
C2

23. Which of the following is the legal aspect of financing documentation?

Manakah antara berikut merupakan aspek undang-undang dokumentasi pembiayaan?

A. The purpose of financing.
Tujuan pembiayaan.

B. The amount of the financing.
Jumlah pembiayaan.

C. Name and address of the customer.
Nama dan alamat pelanggan.

D. Use proper legal name of the customer.
Menggunakan nama pelanggan yang sah.

CLO3
C2

24. Arrange the stages of credit recovery process.
Susun peringkat proses pemulihan kredit

i. Liquidation of collateral
Kecairan cagaran

ii. Obtaining judgement
Mendapatkan penghakiman

iii. Action plan
Pelan tindakan

iv. Negotiated workout
Rundingan yang boleh dilaksanakan

v. Detection
Pengesanan

A. i, ii, iii, iv, v
B. ii, i, iv, iii, v
C. iii, i, iv, ii, v
D. v, iii, iv, i, ii

CLO3
C2

25. Which of the following is the example of the borrower's financial statement?
Manakah antara berikut adalah contoh penyata kewangan peminjam

i. Declining sales
Penurunan jualan

ii. Unstable cash flow
Ketidakstabilan aliran tunai

iii. Slowdown in receivable collection period.
Kelewatan dalam tempoh kutipan balik

iv. Poor financial records and operating control
Rekod kewangan dan kawalan operasi yang lemah

A. i, ii
B. i, ii, iii
C. i, ii, iv
D. i, iii, iv

SECTION B : 75 MARKS
BAHAGIAN B : 75 MARKAH

INSTRUCTION:
This section consists of **THREE (3)** essays. Answer **ALL** questions.

ARAHAN:
*Bahagian ini mengandungi **TIGA (3)** soalan esei. Jawab semua soalan.*

QUESTION 1
SOALAN 1

CLO1
C1

(a) List **FIVE (5)** instruments in the government's regulation that affect credit activities
*Senaraikan **LIMA (5)** instrumen dalam perundangan kerajaan bagi memberi kesan kepada aktiviti kredit*

[5 marks]
[5 markah]

CLO1
C1

(b) Define :

i. Credit [2 marks]

ii. Credit environment *[3 marks]*

Definisi :

i. kredit [2 marks]

ii. Persekitaran Kredit *[3 Marks]*

CLO1
C2

(c) Explain **FIVE (5)** characteristics of house financing
*Terangkan **LIMA (5)** ciri – ciri pembiayaan perumahan*

[15 marks]
[15 markah]

QUESTION 2
SOALAN 2

CLO2
C2

(a) List down **FIVE (5)** principles of good credit
*Senaraikan **LIMA (5)** prisip kredit yang baik*

[5 marks]
[5 markah]

CLO2
C2

(b) Explain the following factors of credit evaluation process
Terangkan faktor-faktor berikut yang digunakan dalam penilaian kredit.

i) Character
karakter

[2 marks]
[2 markah]

ii) Capacity
Kapasiti

[2 marks]
[2 markah]

iii) Capital
Modal

[2 marks]
[2 markah]

iv) Condition
Keadaan

[2 marks]
[2 markah]

v) Collateral
jaminan

[2 marks]
[2 markah]

CLO2
C2

(c) Explain the following types of commercial credit for Small Medium Enterprise
Terangkan jenis kredit perdagangan beriku yang melibatkan Perusahaan Kecil Sederhana

i. Term Loan
"Term Loan"

[2 marks]
[2 markah]

ii. Equipment Financing and Factoring
Pemfaktoran dan pembiayaan peralatan

[2 marks]
[2 markah]

iii. Leasing
Penyewaan

[2 marks]
[2 markah]

iv. Industrial Hire Purchase
Industri sewa beli

[2 marks]
[2 markah]

v. Overdraft
"Overdraft"

[2 marks]
[2 markah]

QUESTION 3

SOALAN 3

The following are information below the Balance Sheet and Income Statement For

Bulan Mengambang Company (BMC)

BMC

Balance Sheet For The Year Ended 2013

	RM	RM
Fixed Assets		
Fixture and Fitting	390,000	
(-) Accumulate for depreciation	(72,000)	**318,000**
Current assets		
Cash	600,000	
Account receivable	150,000	
Inventory	600,000	**1,350,000**
Total assets		**1,668,000**
Current liability		
Account payable	360,000	
Long term liability		
Bank loan (8%)/	300,000	
Equity	1,008,000	
		1,668,000

Income Statement For The Year Ended 31 December 2013

	RM
Sales	945,000
Cost of goods sold	(567,000)
Gross profit	**378,000**
Operation expenses	(225,000)
Earnings before interest and tax	**153,000**
Interest	(24,000)
Earning before taxes	**129,000**
Taxes (28%)	(36,120)
Earning after taxes	**92,880**

CLO3
C3

a. Calculate:
Kirakan

i. Current ratio
Nisbah Semasa

[3 marks]
[3 markah]

ii. Inventory turnover
Pusingan Inventori

[3 marks]
[3 markah]

iii. Average collection period
Purata tempoh kutipan

[3 marks]
[3 markah]

iv. Debt to equity ratio
Nisbah hutang ke atas ekuiti

[3 marks]
[3 markah]

v. Gross profit margin

Margin untung kasar

[3 marks]
[3 markah]

CLO3
C3

b) Compute Cash Conversion Cycle (CCC) for Bulan Mengambang Company (BMC)
[10 marks]

Kirakan Kitaran Pertukaran Aset bagi Syarikat Bulan Mengambang

[10 markah]

END OF QUESTION

SOALAN TAMAT