

XI IMPORTANT QUESTIONS FOR SESSION 2022 – 23

SHORT QUESTIONS

Q.1: Define Business in the words of three famous authors.

Q.2: Write difference between Business and Economics.

Q.3: Define Business, industry and profession.

Q.4: Enlist the factors that should be considered before starting new or existing business and explain any 3 of them.

Q.5: Enlist the advantages and disadvantages of sole proprietorship.

Q.6: Explain any 3 advantages and 3 disadvantages of sole proprietorship.

Q.7: Enlist the essentials of partnership. Define Marketing and list its functions.

Q.8: Explain the kinds of partners.

Q.9: Under what circumstances can the partnership be dissolved. Define Marketing and list its functions

Q.10: Define partnership agreement. Enlist any 8 of its contents.

Q.11: Write four difference between MOA and AOA.

Q.12: Write 5 difference between public and private limited company.

Q.13: List the clauses of MOA and define any 1 of them.

Q.14: Write any four advantages of JSC.

Q.15: Define Marketing and define grading and standardization.

Q.16: Define Marketing and list its functions.

Q.17: State the services of wholesaler to retailer.

Q.18: State the services of retailer to consumer.

Q.19: Difference between home trade and foreign trade.

Q.20: Difference between advertisement and publicity.

Q.21: List the kinds of advertising media and explain any one of them.

Q.22: Define salesmanship and enlist any 5 characteristics of salesman.

Q.23: Define insurance. List its various kinds.

Q.24: Difference between public and private warehouse.

Q.25: Define transportation and describe land transportation.

Q.26: Enlist the various modes of transportation in Pakistan and explain any 2 of them.

Q.27: Enlist the kinds of warehouse.

Q.28: Define long term finance. Describe any 3 sources of short term finance.

Q.29: Define the term Modarba and Musharaka.

Q.30: What is meant by short term finance? Enlist its 8 sources.

Q.31: Describe the kinds of inquiry letter.

Q.32: Draw the sketch of business letter.

Q.33: Enlist the various kinds of business letter and explain inquiry letter.

LONG QUESTIONS:

Q.1: Describe the services of wholesaler to retailer and producer.

Q.2: Describe the procedure of incorporation of Joint Stock Company.

Q.3: Describe the various parts of Business letter. Draw the sketch of standard business letter.

Q.4: Define marketing. Describe the functions of marketing.

Q.5: Explain in detail the procedure of import and also enlist the documents used in it.

Q.6: Explain in detail the procedure of export and also enlist the documents used in it.

HAFIZ ABDUL MANNAN

MORNING AFFILIATIONS

1. Mama Girls Intermediate Collehe

EVENING AFFILIATIONS

1. The Matrediates

2. Time Collegiate