

AGA KHAN UNIVERSITY EXAMINATION BOARD

SECONDARY SCHOOL CERTIFICATE

CLASS IX

Business Studies Paper II

Time: 2 hours 20 minutes Marks: 50

INSTRUCTIONS

Please read the following instructions carefully.

1. Check your name and school information. Sign if it is accurate.

**I agree that this is my name and school.
Candidate's Signature**

RUBRIC

2. There are SEVEN questions. Answer ALL questions. Choices are specified inside the paper.
3. When answering the questions:

Read each question carefully.
Use a black pointer to write your answers. DO NOT write your answers in pencil.
Use a black pencil for diagrams. DO NOT use coloured pencils.
DO NOT use staples, paper clips, glue, correcting fluid or ink erasers.
Complete your answer in the allocated space only. DO NOT write outside the answer box.
4. The marks for the questions are shown in brackets ().

Q.1. (Total 10 Marks)

a. Differentiate between the objectives of public and private organisations. (2 Marks)

b. Ahmed has left his job from an ice cream manufacturing company to open his own ice cream parlour. He is investing Rs 200,000 from his own source and has borrowed Rs 200,000 from his friend, Basit.

Explain, with examples, the factors of production that Ahmed will require to start his own business. (8 Marks)

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Q.2.

(Total 8 Marks)

An event management company has appointed Samad as a Manager for its Operations Department. He will be taking care of the logistics and staff arrangements for different events.

With reference to Henry Fayol's functions of management, explain any FOUR functions that Samad would be performing as a manager.

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Q.3. (Total 6 Marks)

- a. The given table shows the total output and the cost incurred by two departments of Al-Rehman Motors for the year 2018.

Particular	Department A	Department B
Total cost incurred (Rs)	901,320	877,200
Total output (units)	6,216	4,080

On the basis of productivity, identify the better performing department. Support your answer with necessary working. (3 Marks)

- b. Complete the given table by mentioning the method of production used in each of the given businesses. (3 Marks)

S. No.	Description	Method of Production
1	Rasheed is the owner of a bakery which bakes different types of bread by following various stages over a series of workstations, and each type is made in bulk.	
2	Ahmed is a manufacturer of furniture. He produces different items as per the demands of the customers.	
3	Rafaqat is a manufacturer of gas cylinder. He produces identical gas cylinders in bulk by following different stages of production.	

Q.4.

(Total 7 Marks)

Financial statements are the final product of accounting. This shows the balance sheet and profit and loss account of a company.

Referring to the given statement, analyse FOUR key objectives of preparing a financial statement with respect to the key users.

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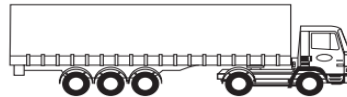
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Q.5. (Total 7 Marks)

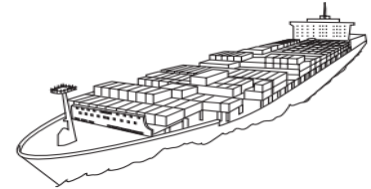
- a. The given pictures show three means of transportation, labelled as, **A**, **B** and **C**.



A



B



C

Mr Mateen is running a multinational transportation company. He has the following goods to transport. Which mode of transport, **A**, **B** and **C** should be used by Mr Mateen for each of these consignments? (3 Marks)

- i. Cocoa beans to be transported from the plantation in Africa to a chocolate factory in USA.

- ii. Fresh flowers to be transported from a farm in Pakistan to a retailer in France.

- iii. Crude oil to be transported from an oil refinery in Balochistan to Karachi.

- b. AMR Limited is a Private Limited Company that produces shoes. The demand to produce shoes is high; however, the sale is low because there are only few outlets of AMR Limited located in different cities. Directors of the company feel that the increased channel of distribution is very important for increasing the company's sales.

Discuss any FOUR effects that the increased channels of distribution will have on the sales of this company. (4 Marks)

Q.6.

(Total 6 Marks)

EITHER

- a. SAT Limited is a Public Limited Company involved in the manufacturing of tyres. The company wants to purchase a new machine.

Directors of SAT Limited are looking at the following modes of financing for the purchase of desired machine.

- I. Bank loan
- II. Shares issuance
- III. Lease

Explain ONE advantage and ONE disadvantage of each of the given modes of financing.

OR

- b. Suggest any THREE ways to overcome difficulties/ barriers faced in business communication which are created due to technological advancement.

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(Total 6 Marks)

a. Discuss any **THREE** ways in which financial information of a company is important for its owners and managers.

b. Explain 'Mass Marketing' and 'Niche Marketing' with the help of a product's example for each.

END OF PAPER

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