

AGA KHAN UNIVERSITY EXAMINATION BOARD
SECONDARY SCHOOL CERTIFICATE
CLASS IX
MODEL EXAMINATION PAPER 2023 AND ONWARDS
Business Studies Paper II

Time: 1 hour 50 minutes Marks: 35

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 ELEVEN questions. Answer ALL questions. Question 11 offers TWO choices. Attempt any ONE choice.
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 ().
5. You may use a simple calculator if you wish.

Q.1. (Total 4 Marks)

The given table shows the employment details of country A over a period of 10 years.

Employment data from 2011 to 2020 for country **A** is

Sector	Percentage of Labour Force Employed	
	2011	2020
Primary sector	25	15
Secondary sector	45	39
Tertiary sector	26	40
Unemployed as %age of labour force	4	6

The labour force for the country A in 2011 was 90 million and in 2020 it was 94 million.

Explain any TWO possible reasons for the changes in the pattern of employment between 2011 and 2020 in country A.

Model for Teaching

Q.2.

(Total 3 Marks)

Shabana is a sole proprietor of a stationary shop in a reputed school of Karachi.

Discuss any THREE features of sole proprietorship.

Q.3.

(Total 3 Marks)

Sketch an organisational chart in the space below that might be appropriate for a public limited company having its operations in different parts of a country.

[Note: Your organisational chart should have atleast THREE levels of hierarchy.]

Space for Organisational Chart

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Q.4. (Total 3 Marks)

Management and leadership involve problem solving, motivating employees and ensuring that the organisation accomplishes its objectives and goals. This is done through FIVE functions of management.

Explain any THREE of these functions of management.

Q.5. (Total 2 Marks)

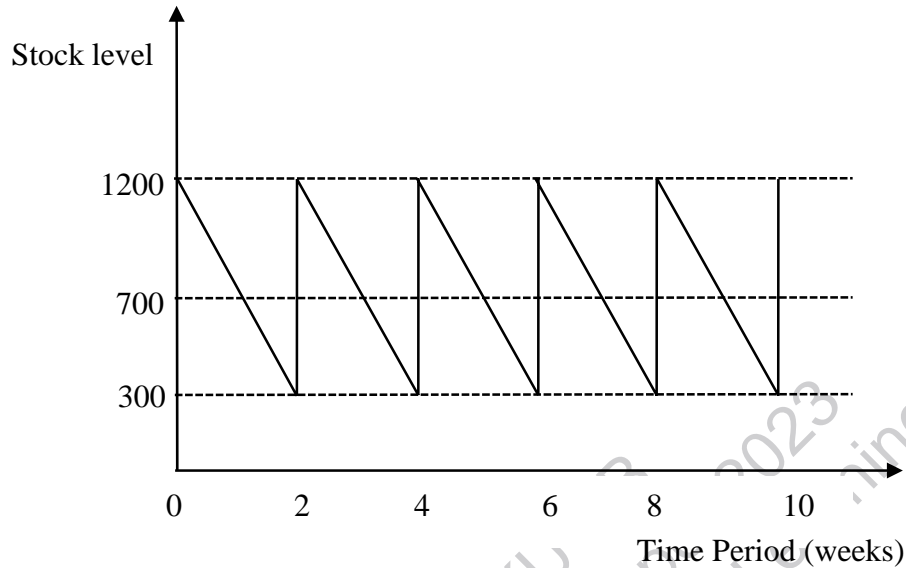
The manager of a business has advised the owner to reduce the cost of production in order to minimise the impact of economic recession.

Write any TWO measures that can help the owner to reduce the cost of production.

Q.6.

(Total 3 Marks)

Consider the given graph.



From the given graph, find the values of the following.

- Reorder level

- Buffer stock

- Lead time

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Q.7. (Total 3 Marks)

Differentiate between capital expenditure and revenue expenditure on the basis of the given criteria. Attempt any THREE.

Basis of Difference	Capital Expenditure	Revenue Expenditure
Effect on earning/ production capacity of an asset		
Time of occurrence		
Frequency		
Presentation in financial statement		

Q.8. (Total 2 Marks)

Complete the table by defining the given concepts. Attempt any TWO.

Concept	Definition
Going Concern	
Money Measurement	
Cost Concept	

Q.9.

(Total 2 Marks)

Identify and explain the pricing strategy being used in each of the given scenarios.

Scenarios	Identification of Pricing Strategy	Explanation
A new satellite television channel starts its broadcasting. It sets a very low price for annual subscription in order to get better TRP (target rating point) and once it is established, it plans to increase the subscription cost.		
A cell phone company launches a new smartphone with distinctive features which are not part of any existing set in the market. Initially, a high price is set but later the company reduces the price to capture a larger market share.		

Q.10.

(Total 3 Marks)

AMR Limited is a Private Limited Company that produces shoes. The demand for their shoes is high; however, their sale is low because there are only a few outlets of AMR Limited in the cities. The directors of the company feel that good distribution channel is very important for increasing company's sales.

Discuss any THREE effects that the good channel of distribution will have on the sales of the company.

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Q.11.

(Total 7 Marks)

EITHER

- a. Suggest any **THREE** ways to overcome the difficulties/ barriers faced in business communication which are created due to 'technological advancement'. (7 Marks)

OR

- b. SAT Limited is a public limited company involved in the manufacturing of tyres. The company now wants to purchase a new machine.

The directors of SAT Limited are looking at the following modes of financing for the purchase of machine.

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

- i. Explain ONE advantage and ONE disadvantage of each mode of finances mentioned above. (6 Marks)
- ii. Based, on the advantages and disadvantage, suggest the **MOST** appropriate mode to the directors. (1 Mark)

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Business Studies Model Paper IX

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