

Allama Iqbal Open University

Level: Bachelor

Semester: Spring 2016

Paper: Fundamentals of Business (463)

Max Marks: 100

Time: 3 Hours

Pass Marks: 40

Note: Attempt five questions. All carry equal marks.

- Q.1: What is a business? Explain in detail the different types of businesses that a person may do in Pakistan.
- Q.2: What is a partnership? Explain in detail the types of partners and the rights and duties of partners in partnership firm.
- Q.3: What is pricing? Explain in detail the factors to be considered by businessman for selecting prices for its products.
- Q.4: What is purchasing and inventory control? Explain the importance of inventory control for a manufacturing business.
- Q.5: What is meant by the term "recruitment"? Explain in detail the process of recruitment for a large business firm.
- Q.6: What is a budget? Explain in detail the different types of budgets prepared in a manufacturing business.
- Q.7: What is the international trade? Explain in detail the factors to be considered for increasing the exports of a business.
- Q.8: Discuss in detail the following concepts:
- Income Tax
 - Stock Exchange
 - Financial Statements
 - Public Company
 - Insurance

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Yi-Tong Ma



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