



# UNIVERSITY OF THE PUNJAB

Associate Degree in Commerce Part-I Annual Exam – 2022

Roll No. ....

Subject: Introduction to Business

Paper: BC-306

Time: 3 Hrs. Marks: 100

**NOTE: Attempt any FIVE questions. All questions carry equal marks.**

- Q1. Business does not merely comprise the buying and selling of goods. Do you agree? (20)
- Q2. Define sole proprietorship; also give its advantages and disadvantages? (5+15)
- Q3. What is co-ownership? Distinguish between co-ownership and partnership? (5+15)
- Q4. Explain the advantages and disadvantages of a public company? (20)
- Q5. Distinguish between share and debenture? (20)
- Q6. Elimination of competition and creation monopoly is considered to be the chief merit and Demerit of combination respectively. Discuss? (20)
- Q7. Define marketing? What are the main functions of marketing? (5+15)
- Q8. Define life insurance policy, briefly, give the essentials of life insurance contracts? (5+15)



# UNIVERSITY OF THE PUNJAB

PART – I A/14  
Examination:- B. Com.

Roll No. ....

**Subject: Introduction to Business**  
**PAPER: BC-306**

**TIME ALLOWED: 3 hrs.**  
**MAX. MARKS: 100**

*Attempt any five questions. All questions carry equal Marks*

1. Define business. Explain scope of business
2. One-man control is best in the world if that one man is being enough to manage everything. Discuss the statement
3. What is the distinction between the dissolution of the firm and the dissolution of partnership? In what circumstances under which a partnership dissolved.
4. What is statement in Lieu of Prospectus? What are its contents?
5. Define shares? What are various kinds of shares?
6. Describe briefly the various types of cooperative societies and their role in the promotion of trade.
7. What is Business Combination? Explain types of business combination.
8. Write an note on the following
  - i. E-Commerce
  - ii. Life insurance
  - iii. Business risk
  - iv. Channel of distribution



# UNIVERSITY OF THE PUNJAB

PART – I S/2014  
Examination:- B. Com.

Roll No. ....

**Subject: Introduction to Business**  
**PAPER: BC-306**

**TIME ALLOWED: 3 hrs.**  
**MAX. MARKS: 100**

*Attempt any five questions. All questions carry equal Marks*

1. Define business. Discuss functions of business.
2. What do you understand by sole proprietorship? What are its merits and demerits?
3. Discuss the procedure of registration of partnership firm.
4. Explain stages of formation of Public Limited Company.
5. State the ways of winding up of a company.
6. Discuss in brief the main principles of cooperative organization.
7. What is business combination? What are the causes of business combination?
8. Write short note on the following
  - i. Foreign trade
  - ii. Advertising
  - iii. Marine insurance
  - iv. Stock exchange



# UNIVERSITY OF THE PUNJAB

PART – I A/2015  
Examination:- B. Com.

Roll No. ....

Subject: Introduction to Business  
PAPER: BC-306

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

*NOTE: Attempt any FIVE questions. All questions carry equal marks.*

- Q. 1 Business does not merely Comprise the buying and selling of goods. Do you agree?
- Q. 2 what do you understand by sole trading Concern. Discuss its advantages and Disadvantages.
- Q. 3 Discuss the Various kinds of Partners in a Partnership firm.
- Q. 4 what are the various Kinds of Companies? State the Difference between a Private limited Company and Public Limited Company.
- Q. 5 Describe the Procedure of Formation of Joint Stock Company in Pakistan.
- Q. 6 Eliminations of Competition and Creation of monopoly are considered to be the chief merits and demerits of Business Combination. Discuss
- Q. 7 Define marketing. What are the Main Classification of Markets.
- Q. 8 what is Insurance. Discuss the main essentials of insurance contract.



# UNIVERSITY OF THE PUNJAB

PART – I S/2015  
Examination:- B. Com.

Roll No. ....

Subject: Introduction to Business  
PAPER: BC-306

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

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*NOTE: Attempt any FIVE questions. All questions carry equal marks.*

- Q. 1 Define business and also explain the functions of a modern business?
- Q. 2 Discuss the advantages and disadvantages of sole trading business. What are the prospects of such business in Pakistan?
- Q. 3 How a Partnership Firm can be dissolved?
- Q. 4 Explain the Difference between the Memorandum of association and article of association?
- Q. 5 Describe briefly the various types of Co- operative societies. Explain their role in promotion of Trade?
- Q. 6 what are the important activities involved in the market Process?
- Q. 7 Discuss in brief the various forms of business Combination.
- Q. 8 what is the significance of Electronic Commerce?



# UNIVERSITY OF THE PUNJAB

PART – I A/2016  
Examination:- B. Com.

Roll No. ....

Subject: Introduction to Business  
PAPER: BC-306

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

**NOTE: Attempt any FIVE questions. All questions carry equal marks.**

- Q. # 1: What are the main points of distinction between a public and private limited Company?
- Q. # 2: What is the cooperative? What are the salient features of a cooperative form of Organization?
- Q. # 3: Discuss the main functions of a stock exchange. Does it really promote economic Growth?
- Q. # 4: (A) Briefly explain the features of a joint stock company  
(B) Narrate the kinds of meetings of joint stock company.
- Q. # 5: What are different types of business risk and how different types of insurance provide cover against different types of such business risk?
- Q. # 6: Define business combination? What are the chief types of business combination?
- Q. # 7: What is winding up of a company? Discuss the various methods of winding up a company?
- Q. # 8: Write note on the following:
- i. E-Commerce
  - ii. Promotion
  - iii. Channel of distribution
  - iv. Marine Insurance



# UNIVERSITY OF THE PUNJAB

PART – I S/2016  
Examination:- B. Com.

Roll No. ....

Subject: Introduction to Business  
PAPER: BC-306

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

**NOTE: Attempt any FIVE questions. All questions carry equal marks.**

1. Define business. Explain scope of business
2. What do you understand by sole proprietorship? What are its merits and demerits?
3. Explain distinction between dissolution of firm and dissolution of partnership. Also discuss circumstances under which dissolution of partnership is made.
4. Explain phases of formation of a joint stock company
5.
  - a) Explain contents of statement in lieu of prospectus for a joint stock company
  - b) Briefly discuss kinds of shares in a joint stock company
6.
  - a) What is business combination?
  - b) Explain in detail horizontal and vertical business combination
7. What are the different functions of marketing? Also differentiate between selling and marketing?
8. Write short note on the following
  - i. Channels of distribution
  - ii. Promotion
  - iii. Stock Exchange in Pakistan
  - iv. E-Commerce



# UNIVERSITY OF THE PUNJAB

PART – I A/2017  
Examination:- B. Com.

Roll No. ....

Subject: Introduction to Business  
PAPER: BC-306

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

**NOTE: Attempt any FIVE questions. All questions carry equal marks.**

1. Define business. Explain the functions of business.
2. On what points sole proprietorship to be preferred to other form of business organizations?
3. How can a firm be registered? Describe benefits of registration.
4. Define company meeting? State the various types of shareholder's meeting?
5.
  - a) Briefly explain the features of a joint stock company (10 marks)
  - b) Narrate the kinds of meetings of joint stock company (10 marks)
6. What is Business Combination? Explain types of business combination.
7. Define Insurance. Explain various kinds of insurance.
8. Write a note on the following
  - i. Cooperative Society
  - ii. Promoters
  - iii. Stock Exchange
  - iv. Foreign Trade





# UNIVERSITY OF THE PUNJAB

PART-I: 2<sup>nd</sup> Annual - 2017  
Examination: B. Com.

Roll No. ....

Subject: Introduction to Business  
PAPER: BC-306

TIME ALLOWED: 3 hrs.  
MAX. MARKS: 100

*NOTE: Attempt any FIVE questions. All questions carry equal marks.*

- Q.1. Define Business. Discuss functions of business.
- Q.2. Define sole proprietorship. Also differentiate between sole proprietorship and partnership.
- Q.3. Discuss various causes of business combinations.
- Q.4. What is insurance. Discuss principles of fire insurance.
- Q.5. **Explain following documents of a joint stock company.**
- a) Prospectus
  - b) Articles of Association
- Q.6. What is partnership deed. Discuss contents of partnership deed.
- Q.7. What is stock exchange? Discuss the functions of stock exchange.
- Q.8. Differentiate between public limited and private limited companies.



# UNIVERSITY OF THE PUNJAB

PART – I A/2018  
Examination:- B. Com.

Roll No. ....

**Subject: Introduction to Business**  
**PAPER: BC-306**

**TIME ALLOWED: 3 hrs.**  
**MAX. MARKS: 100**

***NOTE: Attempt any FIVE questions. All questions carry equal marks.***

1. Define business. Discuss qualities of a good businessman.
2. What do you understand by sole proprietorship? What are its merits and demerits?
3. How may a firm be registered? Explain benefits of registration.
4. Differentiate between public limited company and private limited company.
5. State the ways of winding up of a company.
6. Discuss in brief the main principles of cooperative organization.
7. What is business combination? What are the causes of business combination?
8. Write short note on the following
  - i. Foreign trade
  - ii. Advertising
  - iii. Marine insurance
  - iv. Channels of distribution



# UNIVERSITY OF THE PUNJAB

PART-I: 2<sup>nd</sup> Annual – 2018

Examination: B. Com.

Roll No. ....

Subject: Introduction to Business

PAPER: BC-306

TIME ALLOWED: 3 Hrs.

MAX. MARKS: 100

*NOTE: Attempt any FIVE questions. All questions carry equal marks.*

- Q.1. Define business. Explain scope and objects of business.
- Q.2. On what points sole proprietorship to be preferred to other form of business organization.
- Q.3. Define dissolution of a firm. Explain the circumstances under which a firm may be dissolved.
- Q.4. What is difference between Memorandum and Articles of Association.
- Q.5. Define company meeting? State the various tyupes of shareholder's meeting?
- Q.6. How marketing is different from selling? Discuss.
- Q.7. What is E-Commerce? Discuss its role in today's business.
- Q.8. Elimination of competition and creation of mon opoly is considered to be the chief merits and demerits of business combination. Discuss.



# UNIVERSITY OF THE PUNJAB

**B.Com. Part – I      Annual Exam – 2019**

Roll No. ....

**Subject: Introduction to Business**

**Paper: BC-306**

**Time: 3 Hrs.**

**Marks: 100**

***NOTE: Attempt any FIVE questions. All questions carry equal marks.***

1. On what points sole proprietorship to be preferred to other form of business organizations?
2. Define business. Explain components of business.
3. What is the distinction between the dissolution of the firm and the dissolution of partnership? In what circumstances under which a partnership dissolved.
4. Explain the legal documents of a company.
5. State the ways of winding up of a company.
6. Describe briefly the various types of cooperative societies and their role in the promotion of trade.
7. State the merits and demerits of business combination.
8. Write an note on the following
  - a. Marketing
  - b. Sales promotion
  - c. Business risk
  - d. Stock Exchange



# UNIVERSITY OF THE PUNJAB

**B.Com. Part – I 2<sup>nd</sup> Annual Exam – 2019**

Roll No. ....

Subject: Introduction to Business

Paper: BC-306

Time: 3 Hrs. Marks: 100

**NOTE: Attempt any FIVE questions. All questions carry equal marks.**

- Q1. Discuss the objectives of business in detail?
- Q2. What do you understand by Sole Trading concern? Discuss its advantages and disadvantages?
- Q3. Define partnership? Also explain the various types of partners in a partnership firm?
- Q4. What is a joint stock company? Discuss its disadvantages?
- Q5. Briefly describe the three important documents of a public limited company?
- Q6. Define a cooperative society? Discuss its merits and demerits?
- Q7. Elimination of competition and creation of monopoly are considered to be chief merit and demerit of business combination respectively. Discuss?
- Q8. What is advertising? Discuss the aims and objects of advertising?



# UNIVERSITY OF THE PUNJAB

Associate Degree in Commerce / B.Com. Part – I Annual Exam – 2020

Roll No. ....

Subject: Introduction to Business

Paper: BC-306

Time: 3 Hrs. Marks: 100

**NOTE: Attempt any FIVE questions. All questions carry equal marks.**

1. Briefly discuss the qualities of a good businessman
2. Differentiate between sole proprietor and partnership form of business.
3. What are the rights and duties of a partner in a partnership firm?
4. Explain the stages of formation of Public Limited Company.
5. Briefly elaborate the contents of Memorandum of Association of the joint stock company.
6. Discuss in brief the main principles of cooperative organization.
7. What is a business combination? What are the causes of a business combination?
8. Write short note on the following
  - i. Life insurance
  - ii. Sales promotion
  - iii. Foreign Trade
  - iv. Stock Exchange



**UNIVERSITY OF THE PUNJAB**  
**Associate Degree in Commerce / B.Com. Part – I**  
**2<sup>nd</sup> Annual – 2020 & Annual – 2021**

Roll No. ....

Time: 3 Hrs. Marks: 100

Subject: Introduction to Business

Paper: BC-306

***NOTE: Attempt any FIVE questions. All questions carry equal marks.***

- Q1. Discuss the objectives of business in brief? (20)
- Q2. What do you understand by sole trading concern? Discuss its advantages and Disadvantages? (5+15)
- Q3. Discuss the various types of partners in a partnership firm? (20)
- Q4. What is a joint stock company? Discuss its characteristics? (5+15)
- Q5. Describe briefly the three important legal document of a public limited company? (20)
- Q6. Define a cooperative society. Discuss its main advantages and disadvantages? (5+15)
- Q7. Discuss in brief the various form of business combination? (20)
- Q8. Define marketing. What are main functions of marketing? (5+15)