

AGA KHAN UNIVERSITY EXAMINATION BOARD
HIGHER SECONDARY SCHOOL CERTIFICATE
CLASS XI
MODEL EXAMINATION PAPER 2023 AND ONWARDS
Principles of Commerce Paper II
Time: 1 hours 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 TEN 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 3 Marks)

An economic activity is the transfer of goods or services from one person or entity to another and involves exchange of money.

Discuss whether the given cases are the examples of economic activities or not.

Case 1: Asma bought a bus that will be used as a school van.

Case 2: Hafeez consumes a washing machine in his house.

Case 3: Saleem bought soft drinks that he will sell in his shop.

Q.2. (Total 2 Marks)

Complete the given table by describing a merit and a demerit of e-commerce.

Merit	Demerit
1.	1.

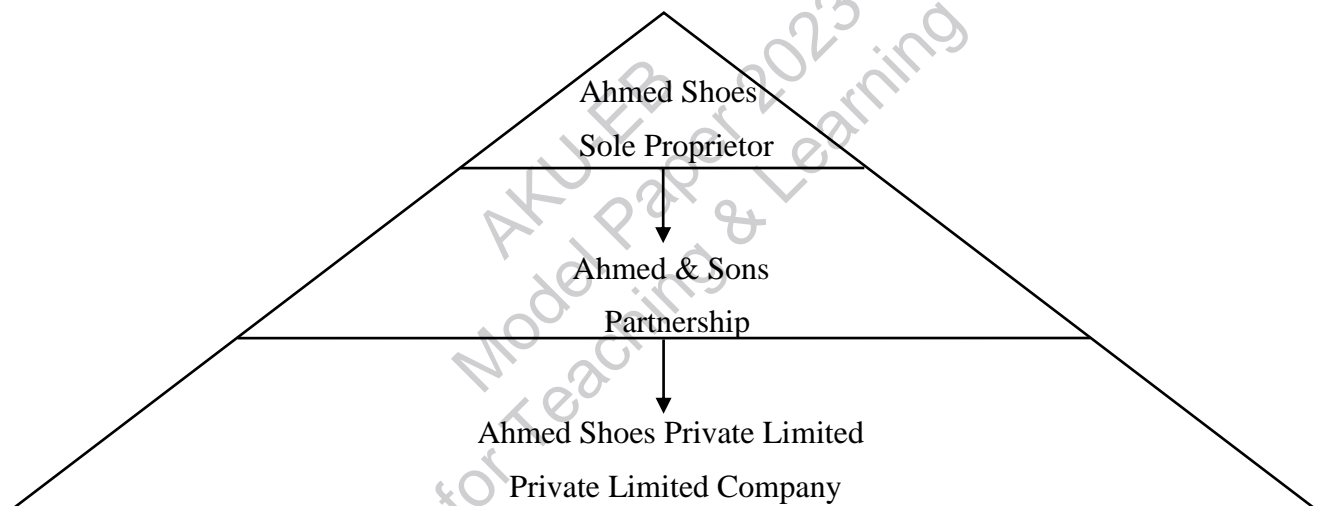
Q.3.

(Total 3 Marks)

In a joint stock company, different meetings are held for different purposes and the requirements of these meetings are different as well.

List THREE different types of meetings held by the companies under the Companies Act 2017.

1. _____
2. _____
3. _____



Q.4.

(Total 3 Marks)

Ahmed started his business as a sole proprietor. Later on, he converted his business into partnership and then, to private limited company.

Directors of Ahmed Shoes Private Limited are planning to convert the company into a public limited company.

Explain any THREE advantages of converting Ahmed Shoes to a public limited company.

PLEASE TURN OVER THE PAGE

Q.5. (Total 3 Marks)

Describe any THREE functions performed by any ONE of the following departments in a business organisation.

- Human Resource Department
- Accounts and Finance Department

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Q.6.

(Total 4 Marks)

The government of Country X has recently launched a new programme to help entrepreneurs in expanding their businesses. The advertisement issued in this regard is given below.

Want to expand your business?

If you want advice related to a business or need loan(s) on easy terms or want subsidies, our experts will guide you!

We will facilitate and help you in exploring and entering new markets nationally and internationally.

Contact:
000-111-9090

Help our country grow, create employment opportunities, improve exchange rates and the standard of living.

Rameez is the owner of a private shoes company in Country X and wants to expand his business. The following advices were given to him upon responding to the advertisement.

S. No.	Advise
1	Convert the company into a listed company
2	Export the produce in other Asian countries

If Rameez plans to enter into international trade, then explain any FOUR steps that will be followed by him for exporting the goods.

PLEASE TURN OVER THE PAGE

Q.7. (Total 4 Marks)

a. Zafir is an owner of a small workshop. He sells refrigerators and also provides repair and maintenance services to its customers. He is planning to advertise his business in a nearby town through either billboards or the local newspaper.

i. Select an appropriate mode of advertisement for the given scenario. Give ONE reason for your selection. (2 Marks)

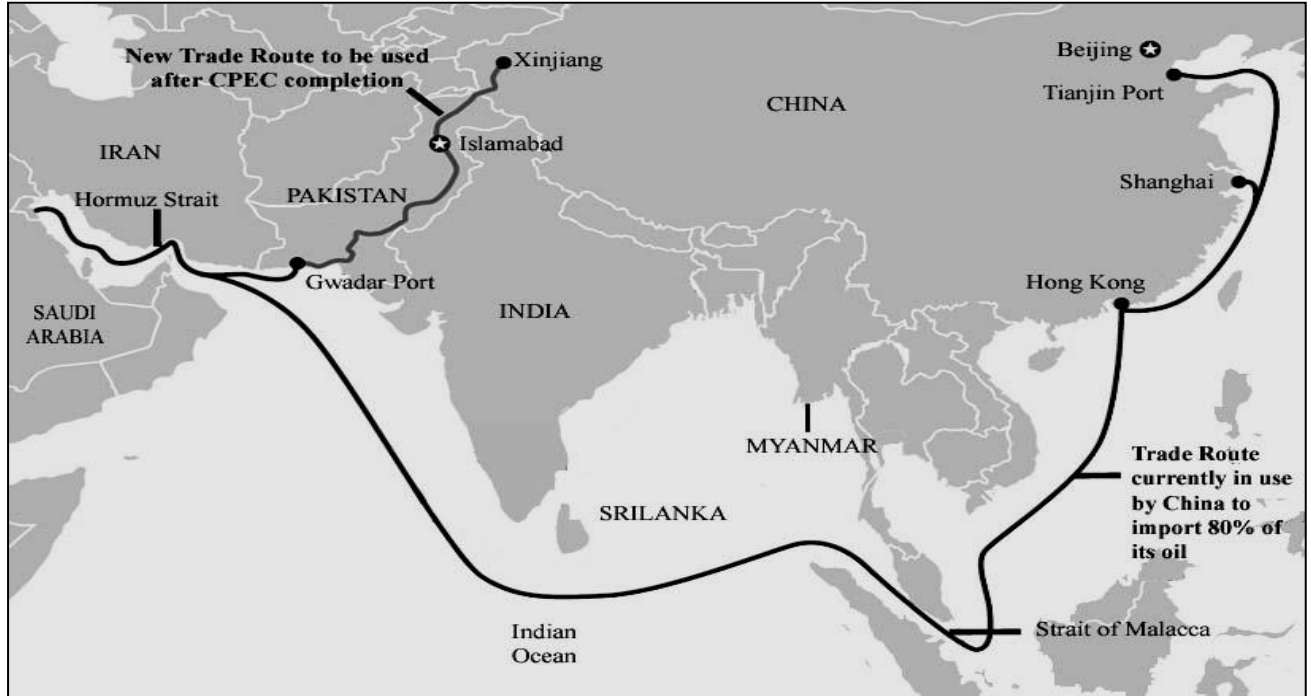
ii. Suggest any other TWO 'modes of advertisement' that is suitable for Zafir's business. (2 Marks)

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Q.8.

(Total 3 Marks)

The China-Pakistan Economic Corridor (CPEC) is a framework of regional connectivity that will have many benefits for China and Pakistan.



Explain any THREE economic benefits of the new trade route shown in the given map for Pakistan and China.

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Q.9. (Total 3 Marks)

Describe any THREE features of effective business communication.

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END OF PAPER

Please use this page for rough work

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