

PAPER # 1:

INTRODUCTION TO BUSINESS

- Q: 1 (a)** Define business. Describe scope and objective of business.
کاروبار کی تعریف کیجئے۔ کاروبار کی وسعت اور مقاصد بیان کیجئے۔
- Q: 1 (b)** Describe the qualities of a good businessman.
ایک اچھے کاروباری شخص کی خصوصیات بیان کیجئے۔
- Q: 2 (a)** Describe the problems which may be faced in establishing a business.
ایک نیا کاروبار قائم کرنے کے سلسلے میں کون سے مسائل کا سامنا کرنا پڑتا ہے؟
- Q: 2 (b)** Define Economic systems, explain mixed economy system and its advantages & disadvantages.
OR
Explain in detail which economic system is followed in Pakistan.
معاشی نظام کی تعریف کریں۔ مخلوط معاشی نظام سے کیا مراد ہے؟ اس کے فوائد و نقصانات لکھیں۔ یا پاکستان میں کون سا معاشی نظام رائج ہے؟ وضاحت کیجئے۔
- Q: 3 (a)** Define business environments, discuss various business environments influencing business activities.
کاروبار کی ماحول کی تعریف کیجئے۔ مختلف ماحول کو تفصیل سے بیان کریں جو کاروبار پر اثر انداز ہوتے ہیں۔
- Q: 3 (b)** Describe the social responsibilities of business.
کاروبار کی سماجی ذمہ داریاں بیان کریں۔
- Q: 4 (a)** Define sole proprietorship and also explain its merits and demerits.
ملکیت فرد واحد کی تعریف کیجئے اور اس کی خوبیاں اور خامیاں بیان کیجئے۔
- Q: 4 (b)** Define partnership. Explain the advantages and disadvantages of partnership.
شرکت داری کی تعریف کیجئے۔ اسکی خوبیاں اور خامیاں بیان کیجئے۔
- Q: 5 (a)** Describe the procedure of incorporation of a Joint Stock Company. State the various important characteristics of Joint Stock Company.
مشترکہ سرمایہ کمپنی کے قیام کے طریقہ کار کو بیان کیجئے۔ ایک مشترکہ سرمایہ کمپنی کی اہم خصوصیات بیان کریں۔
- Q: 5 (b)** Write reasons of business combination. Explain Trust, Pool, joint venture, Cartel.
کاروبار کی ملاپ کی وجوہات بیان کریں۔ ان کو بیان کریں: ٹرسٹ، پول، جو انٹ و منیجر، کارٹل۔
- Q: 6 (a)** Describe the advantages of warehousing.
گودام کاری کے فوائد تحریر کیجئے۔
- Q: 6 (b)** Write the services of wholesaler performed for producers and retailers.
تھوک فروش کی خدمات تحریر کریں جو وہ پیدا کار اور خوردہ فروش کے لئے انجام دیتا ہے۔
- Q: 7** Define marketing, functions of marketing, marketing mix, strategies & market segmentation.
بازار کاری کی تعریف، بازار کاری کے وظائف، بازاری کس، بازاری حکمت عملی اور بازاری حصے بیان کریں۔
- Q: 8 (a)** Define Multinational Companies. Describe the problems of Multinational Companies in Pakistan.
کثیر الاقوامی کمپنیوں کی تعریف کریں۔ پاکستان میں کثیر الاقوامی کمپنیوں کو جن مسائل کا سامنا ہے بیان کریں۔
- Q: 8 (b)** Describe the kinds of capital market.
بازار سرمایہ کی اقسام بیان کریں۔
- Q: 9 (a)** Define business risk and also describe its various kinds.
کاروبار کی خطرات کی تعریف کریں اور کاروبار کی خطرات کی مختلف اقسام بیان کیجئے۔
- Q: 9 (b)** How business risks be reduced or avoided?
کاروبار کی نقصان سے محفوظ رہنے کے لئے کیا اقدامات کئے جاتے ہیں؟

PAPER # 1:

INTRODUCTION TO BUSINESS

Q: 10 (a) Briefly explain the different means of Transportation used in Pakistan.

پاکستان میں زیر استعمال ذرائع نقل و حرکت کے بارے میں بیان کیجئے۔

Q: 10 (b) Explain the kinds of insurance.

بیمہ کی اقسام بیان کیجئے۔

Q: 11 Short Notes:

(a) Kinds of warehouse.

(b) Product life cycle.

(c) Memorandum of Association.

(d) Articles of Association.

(e) Orientation and training.

(f) Co-operative society.

(g) Chain Store.

(h) Partnership deed.

مندرجہ ذیل پر مختصر نوٹ تحریر کیجئے:

☆ قواعد کمپنی۔

☆ آئین کمپنی۔

☆ مصنوعہ دائرہ حیات۔

☆ گودام کی اقسام۔

☆ معاہدہ شراکت داری۔

☆ چین اسٹور۔

☆ امداد باہمی کی انجمن۔

☆ تشریح اور تربیت۔

MICROECONOMICS

Q: 1 (a) Define price elasticity of demand. Define various types of elasticity with the help of examples.

طلب کی چمک بوجہ قیمت بیان کریں۔ طلب کی مختلف اقسام کی مثالوں کے ساتھ وضاحت کریں۔

Q: 1 (b) Explain consumer's equilibrium with the help of diagram. Explain different effects, effecting consumer's equilibrium.

صارف کے توازن کو ڈائیگرام کی مدد سے واضح کیجئے۔ صارف کے توازن کو متاثر کرنے والے مختلف اثرات بیان کیجئے۔

Q: 2 (a) Price effect is the combination of substitution effect and income effect. Explain with the help of Indifference curve approach.

اثر قیمت، اثر آمدنی اور اثر تبادلہ کا مجموعہ ہے۔ خطوط عدم ترجیح کی مدد سے وضاحت کیجئے۔

Q: 2 (b) Explain with help of diagram the short run equilibrium of a firm under Perfect competition. OR State the characteristics of Monopolistic Competition.

ڈائیگرام کی مدد سے قلیل مدد میں مکمل مقابلے کے دوران ایک فرم کی متوازن کیفیت بیان کیجئے۔ یا۔ اجارہ دارانہ مقابلے کی خصوصیات بیان کیجئے۔

Q: 3 (a) What do you know about firm equilibrium? فرم کے توازن سے کیا مراد ہے؟

Q: 3 (b) Examine the effect of change in demand and supply condition on the equilibrium price of a firm under Market price period, short price period, and long run price period.

ایک فرم کے کئے طلب اور رسد کی تبدیلی کے اثرات مندرجہ ذیل پر بیان کیجئے: ☆ بازاری قیمت۔ ☆ عرصہ قلیل۔ ☆ عرصہ طویل۔

Q: 4 (a) Explain the laws of returns with the help of schedule.

قوانین حاصل کی وضاحت گوشوارے اور ڈائیگرام کی مدد سے کیجئے۔

Q: 4 (b) Why law of increasing return is also called as law of diminishing cost?

قانون تکثیر حاصل کو قانون تقلیل مصارف کیوں کہا جاتا ہے؟

Q: 5 (a) Differentiate between the following:

- | | |
|---|---|
| (i) Change in quantity demand and change in demand. | (iii) Income elasticity & cross elasticity. |
| (ii) Point elasticity & Arc elasticity. | (v) Micro and Macro Economics. |
| (iv) Perfect competition and Monopoly. | |
| (vi) Consumer equilibrium and producer equilibrium. | |

مندرجہ ذیل پر مختصر نوٹ تحریر کیجئے:

- | | | |
|--|--------------------------|--|
| ☆ آمدنیاتی چمک اور متقاطع چمک۔ | ☆ نقطہ چمک اور قوسی چمک۔ | ☆ طلب کی تبدیلی اور مقدار طلب کی تبدیلی۔ |
| ☆ صارف کا توازن اور پیدا کار کا توازن۔ | ☆ کلی اور جزوی معاشیات۔ | ☆ مکمل مقابلہ اور اجارہ داری۔ |

Q: 5 (b) Write short note on the following:

- | | |
|---------------------------------|--------------------------------------|
| (a) Explicit and implicit cost. | (b) Least cost factor combination. |
| (c) Economies of scale. | (d) Law of Equi Marginal Utility. |
| (e) Law of variable proportion. | (f) Price discrimination. |
| (g) Average and marginal cost. | (h) Internal and external economies. |

مندرجہ ذیل پر مختصر نوٹ تحریر کیجئے:

- | | | |
|-------------------|-----------------------------------|------------------------------|
| ☆ کمفایات پیمانہ۔ | ☆ عاملین پیدائش کا بہترین اشتراک۔ | ☆ مضمر مصارف اور صریح مصارف۔ |
| ☆ امتیازی قیمت۔ | ☆ قانون متغیر تناسب۔ | ☆ قانون مساوی افادہ ختم۔ |
| | ☆ اندرونی اور بیرونی کمفایاتیں۔ | ☆ اوسط اور ختم لاگت۔ |

PAPER # 2:

ECONOMICS ANALYSIS & POLICY

MACROECONOMICS

- Q: 6 (a)** Define National Income and explain its various concepts.
قومی آمدنی کی تعریف کیجئے اور اس کے مختلف تصورات بیان کیجئے۔
- Q: 6 (b)** Explain the methods of measurement national income.
قومی آمدنی کے پیمائش کے مختلف طریقے بیان کیجئے۔
- Q: 7 (a)** Differentiate between the following:
(i) GDP & GNP (ii) P.I & D.P.I (iii) MPS & MPC (iv) APS & APC
مندرجہ ذیل میں فرق بیان کیجئے:
☆ خام ملکی پیداوار اور خام قومی پیداوار۔
☆ ختم میلان اور ختم میلان پخت۔
☆ شخصی آمدنی اور قابل صرف آمدنی۔
☆ اوسط میلان اور اوسط میلان پخت۔
- Q: 7 (b)** Differentiate between Autonomous Investment & Induced Investment.
خود اختیاری سرمایہ کاری اور ترغیبی سرمایہ کاری میں فرق واضح کیجئے۔
- Q: 8 (a)** Define and explain principle of effective demand with the help of examples.
مؤثر طلب کے اصول کی مثالوں کے ساتھ وضاحت کیجئے۔
- Q: 8 (b)** Explain Keynesian theory of income and employment.
کیسز کا نظریہ آمدنی اور روزگار بیان کیجئے۔
- Q: 9 (a)** Define and illustrate the concept of inflationary gap and deflationary gap. How this gap can be eliminated? Discuss.
افراطی شکاف اور تفریطی شکاف کی وضاحت شکل کی مدد سے کیجئے۔ یہ شکاف کس طرح دور کئے جاسکتے ہیں؟ وضاحت کیجئے۔
- Q: 9 (b)** Write the short note of the following:
(a) Marginal efficiency of capital. (b) Acceleration principle. (c) Output gap.
(d) Saving function. (e) Kinds of unemployment. (f) Liquidity trap.
(g) Business cycle. (h) Objectives of monetary policy.
مندرجہ ذیل پر مختصر نوٹ بیان کیجئے:
☆ ختم استعداد سرمایہ۔ ☆ اصول اسراع۔ ☆ پیداواری رخنہ۔ ☆ مارجنل کاروبار چکر۔ ☆ سیال پذیری کا جال۔ ☆ بے روزگاری کی اقسام۔ ☆ تقابل پخت۔ ☆ زرعی پالیسی کے مقاصد۔

ECONOMIC SYSTEM

- Q: 10** Describe the objectives and salient features of Islamic Economic System.
اسلامی معاشی نظام کی چیدہ چیدہ خصوصیات بیان کیجئے۔
- Q: 11** What are the central problems of an economy? How these problems are solved in mixed and capitalist economic system?
معیشت کے مسائل کیا ہیں؟ مخلوط اور سرمایہ دارانہ نظام معیشت میں یہ مسائل کس طرح حل کئے جاتے ہیں؟
- Q: 12** Explain the merits and demerits of Capitalism.
سرمایہ دارانہ نظام کے فوائد و نقصانات بیان کیجئے۔

PAPER # 3:

PAKISTAN STUDIES

- Q: 1** Discuss the services of Shah Waliullah for the integrity of Islamic System and protection of Muslim rule in sub-continent.
برصغیر میں اسلام کے استحکام اور مسلم اقتدار کی حفاظت کے لئے شاہ ولی اللہ کی کوششوں پر بحث کیجئے۔
- Q: 2** Highlight the role of Ulema & Sufis in the development of Muslim Society in South Asia. OR
Sir Syed Ahmed Khan's political and educational services to promote Muslims as a nation in Sub-continent. Discuss.
جنوبی ایشیا میں مسلم معاشرے کے ارتقاء میں علماء اور صوفیاء کرام کا کردار وضاحت سے بیان کیجئے۔ یا
برصغیر کے مسلمانوں کو ایک قوم بنانے میں سرسید احمد خان کی سیاسی اور تعلیمی خدمات بیان کریں۔
- Q: 3** Examine the important political events that took place from 1905 to 1947 in history of Indo-Pak sub-continent.
برصغیر پاک و ہند کی تاریخ میں 1905 سے 1947 تک رونما ہونے والے سیاسی واقعات کا جائزہ لیجئے۔
- Q: 4** What are the initial problems faced by Pakistan after its creation? Discuss in detail.
قیام پاکستان کے بعد ملک کو درپیش مسائل کو تفصیل سے بیان کیجئے۔
- Q: 5** Discuss the basic principles of Pakistan foreign policy and discuss Pakistan relations with neighbor countries.
پاکستان کی خارجہ پالیسی کے بنیادی اصول کی وضاحت کیجئے اور پاکستان کے پڑوسی ممالک سے تعلقات پر بحث کیجئے۔
- Q: 6** With the reference to low literacy rate, growth of population, under development in agriculture and industry and depending on foreign aid, discuss the economic condition of Pakistan.
پاکستان کی اقتصادی صورت حال پر کم شرح خواندگی، افزائش آبادی، زراعت و صنعت کی پسماندگی اور بیرونی امداد پر انحصار کے حوالے سے بحث کیجئے۔
- Q: 7** Describe the aims and objectives of Pakistan's establishment. How far we achieved these objectives?
قیام پاکستان کے اغراض و مقاصد بیان کریں۔ نیز یہ بھی قلمبند کریں کہ ہم انہیں حاصل کرنے میں کس قدر کامیاب ہوئے؟
- Q: 8** Why Pakistan took nine years to frame its first constitution? Discuss problems faced in this respect.
پاکستان کو اپنا پہلا دستور بنانے میں نو سال کیوں لگے؟ اس سلسلے میں پیش آنے والے مسائل پر بحث کیجئے۔
- Q: 9** Write short note on the following:
(a) Ideology of Pakistan. (b) Urdu & regional languages of Pakistan.
(c) Cultural heritage of Pakistan. (d) Islamic provision of the Constitution of 1973.
(e) Two nation theory. (f) Importance of agriculture in Pakistan's economy.
(g) Kashmir issue. (h) Importance of Dam.
مندرجہ ذیل پر مختصر نوٹ تحریر کیجئے:
- ☆ اردو زبان اور پاکستان کی علاقائی زبانیں۔
☆ نظریہ پاکستان۔
☆ 1973 کے آئین کی اسلامی دفعات۔
☆ پاکستان کا ثقافتی ورثہ۔
☆ دو قومی نظریہ۔
☆ پاکستان کی معیشت میں زراعت کی اہمیت۔
☆ مسئلہ کشمیر
☆ ڈیم کی اہمیت۔

PAPER # 4:

ISLAMIAT

- سوال نمبر-1 قرآنی آیات اور احادیث کا ترجمہ و تشریح کیجئے:
- سوال نمبر-2 نماز / زکوٰۃ کی اہمیت قرآن و حدیث کی روشنی میں بیان کیجئے۔
- سوال نمبر-3 عقیدہ توحید / عقیدہ آخرت کے ایک مسلمان کی انفرادی اور اجتماعی زندگی پر اثرات تحریر کیجئے۔
- سوال نمبر-4 آنحضرتؐ کی حیات طیبہ ایک مکمل نمونہ زندگی ہے۔ بحث کیجئے۔
- سوال نمبر-5 رسالت و ختم نبوت پر تفصیلی نوٹ تحریر کیجئے۔
- سوال نمبر-6 مندرجہ ذیل پر نوٹ تحریر کیجئے:
- ☆ اساتذہ / والدین کا احترام۔
 - ☆ ایقائے عہد۔
 - ☆ خطبہ حجۃ الوداع۔
 - ☆ رواداری اور وسعت نظر۔
 - ☆ کسب حلال۔



PAPER # 5:
ENGLISH

Q: 1 Unseen Comprehensive Passage:

Read the following passage and answer the questions given below.

Passage 'A'

Society comprises both men and women and both of them are spinal cords of the society. Men are supposed to be active members who formulate and mould the society according to prevailing conditions similar is the case with Pakistani society.

Islam gives an equal status to women in society. As such a Pakistani woman definitely plays the most dynamic role in the formulation, success and activities of the society. They are not passive members. In fact they provide freshness to the society by their presence and services. Thanks to their efforts that the society adopts and changes itself according to the currents of the time.

- What is society comprises of?
- What are rules of men and women in the society?
- Give five nouns from the above passage.
- Give suitable title to the above passage.

Passage 'B'

Para 1: The test of great book is whether we want to read it only once or more than once. Any really great book that we read repeatedly, with every additional reading we find new meanings and new beauties in it.

Para 2: A book that a person of education and good taste does not care to read more than once is probably not worth much. But we cannot consider the judgment of single individual infallible. The opinion that makes book great is the opinion of many.

Para 3: For even the greatest critics are apt to have certain dullness, certain in appreciation. A man must be absolutely objective to utter the trustworthy estimate of any book. We may doubt the judgment of the single critic at times. But there is no doubt possible in regards to the judgment of generations. Even if we cannot at once perceive anything in a book which has been admired and praised for hundreds of years. We may be sure that by trying and by studying it carefully. We shall at least be able to understand the reasons of this admiration and praise. The best of all libraries for a poor man would be a library entirely composed of such great words only, books which have passed the test time.

- For each of the following words/ phrases find words/ phrases in the passage with similar meaning.
- | | |
|---|--|
| i) Incapable of making mistakes (Para 1), | ii) Having a tendency to do something (Para 3), |
| iii) Unable to praise (Para 3), | iv) Reliable (Para 3), v) To understand (Para 3) |
- What do we find by reading a great book?
 - How do we judge that a book is not worth much?
 - Can you consider the judgment of one single individual as final?
 - Suggest a suitable title for the passage.

Q: 2 Write the summary of the passage given in the question No. 1

Q: 3 Read the following passage extracted from the text book and answer the questions given below:

A. "Probots will have a more immediate and direct effect on us than industrial robots because Probots will actually be in the home doing household chores, teaching the children, and even walking the dog. Although industrial robots will eventually have a profound effect on both labour and productivity, it simply will take a longer time for their full impact to be felt."

- Give the name of the reading text from which this passage has been taken.
- What does "probot" mean?
- Why will the effect of industrial robots be not as immediate as that of Probots?
- Write True or False for the following:

i) "Chores" means "Chorus".	(False)
ii) Profound mean "deep".	(True)
iii) Impact means "something very important".	(False)

PAPER # 5:
ENGLISH

B. What a libel that reputation is. By nature they are gentle and inoffensive animals. They are almost entirely vegetarian and spend their days eating leaves and juicy stems in the thick forests of Africa. They live in family groups, each ruled by a big male who looks after and protects his family with great care. They are, it is true, immensely strong and can rip a part bananas stems and tear off branches of trees as they need to do in order to feed. But their strength is hardly ever used against other animals.

- a) Identify the reading text from which the passage has been taken.
- b) What is the family system of gorillas?
- c) What is the true nature of gorillas?
- d) For each of the following word or phrase find a word from the passage.
 - i) False and malicious (Libel)
 - ii) Defend (Protect)
 - iii) Fame (Reputation)
 - iv) One who eats no meat (Vegetarian)

C. The class, numbering about 150 students was composed largely of young men from the neighbouring towns. They were rude, boisterous, and riotous beyond comparison. On several occasions, the residents of the neighbourhood sent written protest to the college, threatening to have the college indicated as a nuisance if the disturbances did not cease.

- a) Write the title of the text from which the above passage has been taken.
- b) What was the name of the college referred to?
- c) Choose the best option for the following words.
- d) "Boisterous" means:

i. NOISY	ii. Ill-Mannered	iii. Non-Serious
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- e) "Indicated" means:

i. Indicated	ii. Declared	iii. ACCUSED
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- f) "Cease" means:

i. Possess	ii. STOP	iii. Deceased
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- g) Write True or False for the following statements:
 - i. The writer is full of praise for the college students. (False)
 - ii. The residents of neighbourhood had already complained in writing about the students' behaviour. (True)
 - iii. Only local young men were the students of the college. (False)

Q: 4 Answer any two of the following questions:

1. Why did Mary and Bill not marry when they were young? What effect did this youthful break up have on each of them?
2. Did Mary and Bill both experience similar emotions when they met after several years?
3. What was Mrs. Mallard's first reaction to the news of her husband's alleged death? What is the surprise ending of "The Story of an Hour"?
4. How does Laurie's mother know that Charles was her son's own creation?
5. What description of Charles does Laurie give to his father? What does this description tell us about the kind of person Laurie is?
6. What role did Clovis Play in resolving Bertie's Problem?
7. What was Bertie's problem and how as it solved?
8. What kind of person was Mrs. Heasant? Does she learn a lesson in the end? Describe the dominating qualities of Heasant's character.
9. What is the difference in the description between the blind beggar and the insurance salesman?
10. Do you think Mr. Parsons is blind? If yes, then how did he recognize who the beggar was?
11. Why was the blind beggar always eager to narrate his tale of now how he lost his sight?

GRAMMAR SECTION

Q: 5 (a) Insert suitable articles where necessary.

His father is not only the Mayor of this town, he also runs a business. It is said that a few people are as successful as he is. Since x childhood he had an interest in politics.

PAPER # 5:
ENGLISH

Q: 5 (b) Fill in the blanks with the correct tense of verbs given.

Five years ago I (Pass) _____ my matriculation and now I _____ (Join) a reputed firm. As my sister _____ (Like) Politics, she _____ (take) admission in the Mater of Politics next year. She _____ (become) a good politician in the next ten years or so.

Solution: Five years ago I Passed my matriculation and now I have joined a reputed firm. As my sister Likes Politics, she will take admission in the Masters of Politics next year. She would become a good politician in the next ten years or so.

Q: 5 (c) Fill in the blanks with the correct tense of verbs given.

Because of growing concern on terrorism, the UN will call a conference in New York in 2011 which may mead the world particularly Pakistan to become a peaceful nation.

Q: 5 (d) Change the voice. (Don't mention the agent if not necessary).

Section A	Section B
Dogs guard the warehouse ___ last night	1. Follow the rules.
a thief tried to get in. A dog saw him ___	2. The people made him king.
and chased him ___. The watchman	3. Students are doing a lot of work.
called the police ___ and the police	4. We made a plan.
arrested him ___.	5. She was singing a song.

Q: 5 (e) Change the following into direct speech.

The traveler said to peasant, "Can you tell me the way to the nearest inn?" "Yes" said the peasant, "Do you want one in which you can spend the night?" "No" replied the traveler, "I only want a meal."

Q: 5 (f) Complete the following phrasal verbs.

- | | |
|---|-------------|
| a) His application for loan has been turned <u>down</u> . | (Rejected) |
| b) She got out <u>of</u> the shock. | (Recovered) |
| c) I advise to think it <u>out/again</u> carefully. | (Consider) |
| d) The manager's signatures were left <u>out</u> from the letter. | (Omit) |
| e) The government must carry <u>on</u> the rehabilitation plan for the flood victims. | (Continue) |

Q: 5 (g) Fill in the blanks with adverbs.

At an immensely busy intersection a man's car suddenly stopped. He tried hard but the car did not start, soon a driver from behind below the horn loudly.

COMPOSITION SECTION

Q: 6 Write an essay on any one of the following:

- (i) Importance of Information Technology / Commerce Education / Artificial Intelligence (AI).
 (ii) Advantages and disadvantages of internet / social media / mobile phone.
 (iii) Inflation. (iv) Energy Crisis. (v) World Cup 2023 / Cricket match.

Q: 7 Prepare your C.V and a covering letter for the post of accountant.

OR

Letter to Editor of Newspaper about insufficient supply of water/about the worse law and order condition in Pakistan particularly in Karachi/Corruption in the assistance of Flood Victims.

Practice grammar section and seen comprehension from past papers as much as you can. The above-mentioned comprehension and grammar section is not guessed, but only for practice.

**PAPER # 6:
ACCOUNTING**

We don't prepare guess papers for Accounting & Statistics. Scan above QR Code for Accounting practice.

