



FACULTY OF BUSINESS

FINAL EXAMINATION

Student ID (in Figures) :

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Student ID (in Words) : _____

Course Code & Name : **BUS1303 Introduction to Business**
Semester & Year : Jan 2022 – Apr 2022
Lecturer/Examiner : Goh Poh Kim
Duration : 2 Hours

INSTRUCTIONS TO CANDIDATES

1. This question paper consists of 2 parts:
PART A (30 marks) : THIRTY (30) multiple choice questions. Answers are to be written in the Multiple Choice Answer Sheet provided.
PART B (70 marks) : FIVE (5) short answers. Answers are to be written in the Answer Booklet provided.
2. Candidates are not allowed to bring any unauthorised materials except writing equipment into the Examination Hall. Electronic dictionaries are strictly prohibited.
3. This question paper must be submitted along with all used and/or unused rough papers and/or graph paper (if any). Candidates are NOT allowed to take any examination materials out of the examination hall.
4. Only ballpoint pens are allowed to be used in answering the questions, with the exception of multiple choice questions, where 2B pencils are to be used.

WARNING: The University Examination Board (UEB) of BERJAYA University College regards cheating as a most serious offence and will not hesitate to mete out the appropriate punitive actions according to the severity of the offence committed, and in accordance with the clauses stipulated in the Students' Handbook, up to and including expulsion from BERJAYA University College.

Total Number of pages = 7 (Including the cover page)

PART A : **MULTIPLE CHOICE QUESTIONS (30 MARKS)**
INSTRUCTION (S) : THIRTY (30) multiple choice questions. Answers are to be written in the Multiple Choice Answer Sheet provided.

END OF PART A

PART B : **SHORT ANSWER QUESTIONS (70 MARKS)**
INSTRUCTION(S) : Answer all **FIVE (5)** questions. Write your answers in the Answer Booklet(s) provided.

1. Define the following terms:
 - a. Unemployment
 - b. National Debt
 - c. Demand
 - d. Private property rights
 - e. Inflation

(10 marks)
2. Explain **THREE (3) advantages** and **TWO (2) disadvantages** for a sole proprietorship type of business.

(15 marks)
3. Discuss **THREE (3)** basic forms of organisation structures. Illustrate your answers with diagrams.

(15 marks)
4. An entrepreneur must price the products appropriately. Describe **FIVE (5)** pricing tactics that can be used.

(15 marks)
5. Discuss **FIVE (5)** software that a business can use to be more efficient in its operations.

(15 marks)

END OF EXAM PAPER