

Chapter – 40

Business Affairs

(امور تجارت)

❖ وَإِنْ كُنْتُمْ عَلَىٰ سَفَرٍ وَلَمْ تَجِدُوا كَاتِبًا فَرِهَانٌ مَّقْبُوضَةٌ فَإِنْ أَمِنَ بَعْضُكُم بَعْضًا فَلْيُؤَدِّ الَّذِي أُوتِيَ أَمَانَتَهُ وَلْيَتَّقِ اللَّهَ رَبَّهُ -

And if you are on a journey and cannot find a scribe to write then transact your business on mortgage (security deposit); and if one of you trust the other, the one who is trusted may return the mortgage entrusted to him; and fear Allah. (02:283)

❖ لِإِيْلَافٍ قُرَيْشٍ - إِيْلَافِهِمْ رِحْلَةَ الشِّتَاءِ وَالصَّيْفِ -

*Because of the alliance of the Quraish.
(We) gave them alliances during both their travels of winter and summer. (106:01 & 02)*

The first verse 283 of Surah-tul-Baqarah quoted above looks to be in connection with *بيع سلم*, *مضاربت* and *استصناع*. These are all types of businesses.

1. *بيع سلم* (Advance Payments): The capitalist pays money in advance to the farmer. After, farmer cuts the crop at its due time and hand over the material to the capitalist, it is *بيع سلم*. In this business money, that is present, is being paid in advance as against material is non-existent. Therefore, it is very much likely that later controversies and arguments may come up. Hence, a documented agreement must be prepared in this regard.

2. **مضاربت** (Shareholding): In this business, one party invests money and the other party produces with the help of workers. Most of the Companies run on shareholding principles, in which some persons invest money and some persons execute. The shares are dependent as per investments. And accordingly the profit and loss is distributed.

Shares are of two types: (1) Preferred: In this, profit is decided earlier and there is no sharing in profit and loss. (2) Simple: In this, sharing in both profit and loss exist. Such business in which there is no sharing in profit and loss, it is Usury (Riba) and according to Islam it is unlawful. That business in which profit and loss both are shared it is allowed.

Sometimes business is run on profit and loss sharing. Here, assured but less profit is given to the shareholders. To see this, it appears as if it is a sort of Usury. But, in fact, actual profit or loss can only be determined at the time of total collapse of that Company. Since there are possibilities of complications and controversies at a later stage, therefore it is better to maintain its account and Annual Balance Sheet must be prepared.

3. **استصناع** (Manufacturing on Demand): Giving money to the craftsmen in advance and demand to make the product according to the requirements is “Manufacturing on Demand”. Islam allows such type of dealings. But as the final product is not available therefor all terms and conditions should be decided before agreement so that in future there are no differences and arguments.

Dear People! Now look at the two verses of Surat-ul- Quraish quoted above that indicate the importance of doing business:

By doing business a man may become rich. He may come to know the circumstances of the world. He gets experience of transactions with different people. ---- Lazy people cannot do business. They lose money but do not get anything. Imports are there but no exports. The result is poverty. Look at this point and remember this Urdu saying that:

بھری تھیلی کھڑی رہتی ہے اور خالی تھیلی پڑی رہتی ہے

(Filled bag stands upright whereas empty bag lies down)

Money is power and material has supremacy. Money has glory, dominance, greatness and attraction. If there is money there is respect. Poor has no regard and no dignity.

Foreign businessmen came to India and became ruler. They carried our raw material to their countries and came back with alterations in modified shape giving its name as 'Product' and sold on extremely high prices.

They carried cotton from us and came back with 'cloth' and sold it with high prices. They transferred crude iron from our country and brought back 'weapons' and caused a major reason of our destruction.

Dear Muslims! Wake up! You should also come out in the field of business and industry and earn. In earnings there is effort. Then you will also be among happy and wealthy persons. Look! When water stands it becomes dirty. ---- In the game of chess when its pawn goes forward then at its sixth move it becomes queen. ---- So, you also stand up and do something for business.

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