PRIME MINISTER'S OFFICE

REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT

DAR ES SALAAM AND GEITA REGIONS

FORM FOUR INTERSCHOOL PRE – MOCK EXAMINATION

061 **COMMERCE**

(For Both School and Private Candidates)

Time: 3:00 Hours **APRIL, 2026**

INSTRUCTIONS

1. This paper consists of sections A, B and C with a total of **eleven (11)** questions.
2. Answer **all** questions in section A , B , and TWO questions in section C
3. Section A carries **Sixteen (16)** marks, section B carries **Fifty four (54)** marks and section C carries **Thirty (30)** marks.
4. All writings must be in **blue** or **black** ink.
5. All communication devices and any unauthorized materials are **not** allowed in the examination room.
6. Write your ***Examination Number*** on every page of your answer sheet (s).

SECTION A (16 Marks)

Answer **all** questions in this section

1. For each of the items (i) – (x), choose the correct answer from the given alternatives and write its letter beside the item number in the answer booklet provided.

(i) Which means of transport is safe and convenient to transport petroleum?
A. Railway transport
B. Road transport
C. Air transport
D. Pipeline transport
E. Containerization

(ii) Which one is an appropriate channel for distribution of vegetable to the consumers?
A. Producers – retailers – consumers
B. Producers – wholesalers – retailers – consumers
C. Producers – retailers – wholesalers- consumers
D. Producers – consumer
E. Producers – wholesale- consumer

(iii) Which set of economic activities is an example of tertiary production?
A. Teaching, banking and transporting
B. Hotel keeping, banking and transporting
C. Hair dressing, backing bread and backing
D. Teaching, backing and transporting
E. Copper mining, oil referring and hotel keeping

(iv) Which factor lead to the change in quantity demanded while other factors remain constant?
A. Change in population
B. Change in taste and fashion
C. Change in weather condition
D. Change in income
E. Change in price of commodities

(v) The following are features of major partners in partnership business except
A. They contribute capital to the business
B. They are under 8 years of age
C. They share profit or loss generated by the business
D. They are 18 and above years old
E. They actively take part in management of the firm

(vi) The following are the roles of an entrepreneur except
A. Bringing together various factors of production
B. Exploiting new sources of raw materials and capital
C. Identifying opportunities
D. Assuming the uncertainty of future
E. Promoting obsolete technologies, product and service

(vii) Which of the following are examples of direct taxes?
A. Income tax, corporate tax and value added tax (VAT)
B. Customer duty, excise duty and pay as you earn (PAYE)
C. Pay as un earn (PAYEE), corporate tax and capital gain tax
D. Capital gain tax, income tax and sales tax
E. Value added Tax (VAT) import duty and property tax

(viii) Which method would Tanzania adopt it she wants to completely restrict impartation of sugar from Zambia?
A. Total ban
B. Imposing heavy import duties
C. Provision of customs drawback
D. Using government agencies
E. Fixing import quotes

(ix) Kulwa is a large scale retailer who wants to indentify the fast moving goods in his business. Which stock calculation will Kulwa apply to arrive at correct identification?
A. Average stock
B. Cost of goods sold
C. Rate of stock sum
D. Mark up percentage
E. Margin percentage

2. Match the description of the terms used in LIST A with appropriate terms in LIST B by writing the letter of the correct response besides the corresponding item number in the answer booklet provided.

LIST A		LIST B
(i)	The situation from which the tax payers omit or refuse to declare their business income for tax payment.	A. Regressive tax
(ii)	The tax which its tax rate is determined by basing on the value of the goods.	B. Ad valorem duty
(iii)	The tax value which is levied at each stage of production.	C. Corporation tax
(iv)	The situation in which tax payers provided incorrect record so as to be charged with less amount of tax.	D. Tax evasion
(v)	The tax system from which the percentage of tax paid is inversely to the income of the tax payer.	E. Value added tax
(vi)	The tax levied on the net profits of companies and other legal entities	F. Tax avoidance
		G. Tax incidence

SECTION B (54 Marks)

Answer **all** questions in this section

3. a) Analyze the three (3) main parties to a cheque.

   b) Assume one of your uncles is a businessman and he had received two crossed cheques from one of his customers. One of the cheque bearing the words "Not negotiable "and the other one "Account payer only". Briefly explain to your uncle what the terms "Not Negotiable" and "Account Payer only" imply.

4. a) Analyze three (3) strategies of acquiring capital by an entrepreneur.
   b) Rehema is an entrepreneur who owns a supermarket at Kariakoo, but she incurs several risks. As an expert explain to her three (3) ways of managing risks.

5. a) Analyze three (3) factors that make life insurance policy come to an end.
   b) Describe three (3) reasons why people need insurance.

6. Explain how ethical principles and practices can shape the company. Give six (6) points

7. Storing products in a warehouse seem to be very advantages. Justify the validity of this statement with six (6) points.

8. Differentiate the following terms as used in:-
   a) Competitive Demand and competitive supply.
   b) Complementary Demand and composite supply.
   c) Change in supply and change in quantity supplied.

SECTION C (30 Marks)

Answer only **two (2)** questions from this section

9. Explain the concept of the marketing mix and how it helps to attracts customers Tanzania local market.

10. Explain three (3) causes of communication barriers in an organization and suggest three (3) solutions to avoid it.

11. Suppose your name have been shortlisted by SIDO (small industries development organization) as a job applicant under research and development department. An interviewer asked you to explain the contributions of innovation towards business success. What would be your response? Give six (6) points