

Candidate's Examination Number _____



CHRISTIAN SOCIAL SERVICES COMMISSION (CSSC)
CSSC JOINT EXAMINATIONS FOR CHURCH SCHOOLS
EASTERN ZONE
FORM II PRE – NATIONAL EXAMINATION 2024
COMMERCE

CODE: 061

Time: 2:30 Hours

Date: Thursday, 29th August, 2024 a.m

Instructions

1. This paper consists of **ten (10)** questions in section **A, B** and **C**.
2. Answer **all** questions in all sections using the space provided.
3. All writings must be in black or blue ink.
4. Cellular phones and any unauthorized materials are not allowed in the Examination room.
5. Write your **Examination Number** on the top right hand corner of every page.

FOR EXAMINER'S USE ONLY

QUESTION NUMBER	SCORE	EXAMINER'S INITIALS
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
TOTAL		
CHECKER'S INITIALS		

SECTION A: (15 Marks)

Answer **all** questions in this section

1. For each of the following items (i – x), choose the most correct answer from among the given alternatives and write its letter beside the item number in the table after this question.
 - (i) Which one of the following alternative explain the main purpose of commerce?
 - (a) Bridge a gap between wholesaler and retailers
 - (b) Bridge a gap between producers and retailers
 - (c) Bridge a gap between producers and consumers
 - (d) Bridge a gap between consumers and wholesalers
 - (ii) Which of the following represent the ability of goods to satisfy human wants?
 - (a) Scarcity
 - (b) Production
 - (c) Utility
 - (d) Productivity
 - (iii) Which one of the following alternative describes the situation in which individual employ themselves and earn income?
 - (a) Personal selling
 - (b) Self – employment
 - (c) Self – reliance
 - (d) Personal contact
 - (iv) Which one of the following type of large scale retail trade characterised by self-services system?
 - (a) Supermarket
 - (b) Discount stores
 - (c) Co-operative stores
 - (d) Department stores
 - (v) From the following alternatives who is the last in the chain of distribution?
 - (a) Producer
 - (b) Consumer
 - (c) Organiser
 - (d) Retailor
 - (vi) Mr Mbogo coordinates all productive resources and bears the business risks. Who is Mr Mbogo?
 - (a) An employee
 - (b) An entrepreneur
 - (c) An employer
 - (d) A consumer

- (vii) The law of demand state that, other things remaining the same:
- (a) as demand for goods or services increase, the price of goods or services will fall
 - (b) as income of an individual increase, the quantity of goods or services demanded will increase
 - (c) as price of goods or services rises, the quantity of goods or services demanded will decrease
 - (d) as the price of goods or services rises the quantity of goods or services demanded will increase
- (viii) Which type of warehouse is open to the public to store their products in return for storage free?
- (a) Private warehouse
 - (b) Wholesalers' warehouse
 - (c) Public warehouse
 - (d) Bonded warehouse
- (ix) Among the following is a mode of transport that does not incur construction cost for its way:
- (a) Rail transport
 - (b) Land transport
 - (c) Pipeline transport
 - (d) Water transport
- (x) Stock turnover is the:-
- (a) point at which a purchasing order is placed
 - (b) Number of times stock is replaced in particular period of time
 - (c) Amount of stock to be ordered
 - (d) Amount of stock to be held by a business in a specific period of time

Answers

i	ii	iii	iv	v	vi	vii	viii	ix	x

2. Match the description of Entrepreneurship concept in group “A” with the corresponding entrepreneurship concept in group “B” by writing the letter of correct answer.

GROUP A	GROUP B
(i) Any attractive and excellent economic ideas that can be implemented by an entrepreneur.	A. Risk reduction B. Fixing price of goods C. Entrepreneur D. Self employment E. Risk F. Entrepreneurial skills G. Risk management H. Fixing CCTV Camera
(ii) A possibility for suffering loss.	
(iii) A method of risk prevention.	
(iv) Analysing risk and taking measures to eliminate those risks.	
(v) Minimising the frequency of risk occurrence.	

Answers

GROUP A	i	ii	iii	iv	v
GROUP B					

SECTION B: (70 Marks)

Answer **all** questions in this section

3. Write short notes on the following terms: -

(a) Stock valuation

(b) Stock taking _____

(c) Stock control

(d) Minimum Stock Level _____

(e) Lead time _____

4. Briefly explain under which circumstances the wholesaler can be eliminated from chain of distribution. (5 points)

(i) _____

(ii) _____

(iii) _____

(iv) _____

(v) _____

5. Creation of employment is among the contribution of an entrepreneurship activities in Tanzania economy. In five points briefly explain other contributions of entrepreneurship to the Tanzania economy. (5 points)

(i) _____

(ii) _____

(iii) _____

(iv) _____

(v)

6. If you are to meet the President of the United Republic of Tanzania, provide the President with the reasons as to why should the transportation sector be improved. (5 points)

(i) _____

(ii) _____

(iii) _____

(iv) _____

(v)

7. "Production plays an important role in people's daily lives" Justify this statement using five points.

(i) _____

(ii) _____

(iii) _____

(iv) _____

(v)

8. Assume you are invited to a nearby school to explain about the development of commerce, what will be included in your explanations? (5 points)

(i) _____

(ii) _____

(iii) _____

(iv) _____

(v) _____

9. Mr. John has been involving himself in retail trade for more than 5 years. He is planning to convert his retail to wholesale trade. Which good attributes he should possess in order to succeed in his planned new business.

(i) _____

(ii) _____

(iii) _____

(iv) _____

Answer **all** question in this section

[illegible]

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[illegible]