

PRESIDENT'S OFFICE
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT
KIBAKHA TC, BAGAMOYO DC AND KINONDONI MC
(KIBAKI)



FORM TWO JOINT PRE-NATIONAL EXAMINATION, 2023

CODE:061

COMMERCE

Time: 2:30 Hours

Year: 2023

Instructions

1. This paper consists of sections A, B and C with **ten (10)** questions.
2. Answer **all** questions in all sections.
3. All writings must be in blue or black ink.
4. Write your **Registration Number** on every page of your answer sheet provided.
5. Calculators and cellular phones are **not** allowed in examination room.
6. Write your **Examination number** on every page of your answer booklet (s).

FOR EXAMINER USE ONLY		
QUESTION NO.	SCORE	SIGNATURE
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
TOTAL		

SECTION A (15 marks)Answer **all** questions in this section

1. For each of the following items (i-x) choose the correct answer and write its letter in the box provided.
 - i. Azam traders had a daily sales volume of 4 tons, minimum stock of 9 tons and delivery time is 2 days. What will be their order point?
 - A. 56 tons
 - B. 89 tons
 - C. 71 tons
 - D. 33tons
 - ii. The following are the features of normal demand curve **except**
 - A. The curve slopes downward from left to right.
 - B. The curve has negative slopes.
 - C. The curve shows that at higher price lower quantities are demanded.
 - D. The curve shows that a higher price larger quantities are demanded.
 - iii. Mfaume is a form two student who plans to be self-employed soon after graduating his first-degree course. What advantages do you think she will enjoy for being self-employed?
 - A. To have long working hours
 - B. To get financial rewards
 - C. To create social relation
 - D. To manage business risks
 - iv. One among the following is an advantage of road transport compared to air transport
 - A. Costless
 - B. Too speed
 - C. Helps to transport goods to inaccessible areas
 - D. Greater security and protection
 - v. External motivating factors for entrepreneurial motivation include the following **except**;
 - A. Availability of labour and raw materials
 - B. Government assistance and support
 - C. Promising demand of the product
 - D. Educational background
 - vi. You have been invited in a meeting of successful entrepreneurs, what is the main feature you expect to observe from them to justify their success?
 - A. Pleasantness
 - B. Hard working
 - C. Product knowledge
 - D. Attractive personality
 - vii. the amount of satisfaction a consumer gets on using a product or service.
 - A. Satisfaction
 - B. Domestic trade
 - C. Economics
 - D. Utility
 - viii. The process of making goods to satisfy owns needs without exchange is known as?
 - A. Indirect production
 - B. Manufacturing

- C. Production
D. Direct production
- ix. Mtupori aluminum dealers specialize in producing aluminum windows and doors. which one of the following is regarded as fixed cost for them?
- A. Electricity bills
B. Payment for rent
C. Purchase of machine
D. Buying of raw materials
- x. Josh deals with distribution of already manufactured goods without changing their form. Josh is involving himself in;
- A. Primary production
B. Secondary production
C. Tertiary production
D. Direct production

i.	ii.	iii.	iv.	v.	vi.	vii.	viii.	ix.	x.

2. Match the items in column **A** with the response in column **B** by writing the letter of the correct response in space provided.

C COLUMN A		COLUMN B
i.	Items are issued against vouchers to ensure proper record keeping and movement of goods in store.	A. Care of stock
ii.	Involves checking and keeping records of quantity and value of articles in stock.	B. Issuing of stock
iii.	Involves receiving deliveries from the supplier and compare them with the order being made.	C. Stock control
iv.	Involves cleaning, dusting, sorting out spoilt items in stock.	D. Receiving of stock
v.	Involves keeping of stock in a way that will clearly show old stock and new one.	E. Stock valuation
		F. Stock taking
		G. Placing of items

COLUMN A	i	ii	iii	iv	v
COLUMN B					

SECTION B (70 marks)

Answer **all** questions

3. Differentiate the following concepts as applied to commerce

a) Commerce and economics

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b) Bonded warehouse and private warehouse

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c) Rate of stock turnover and average stock

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d) Market demand schedule and individual demand schedule

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e) Liners and tramps

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4. You have been invited to a certain school in Pwani region to speak to your fellow form two students about transportation. Among the subtopics that you were selected to talk of was the elements of transport. Briefly discuss the **four** elements of transport.

a)

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b)

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c)

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d)

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e)

6. The following information was extracted from the books of **Tulisoma Sana** for the year ended 31st December 2022.

Opening stock TZS 50,000
Closing stock TZS 20,000
Sales TZS 150,000
Purchases return TZS 3,200
Purchases TZS 80,000
Sales return TZS 2,800

Required

Determine the value of each of the following;

a) Cost of sales

b) Gross profit

c) Average stock

d) Rate of stock turnover

e) Percentage markup

7. (i) Define the term demand

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(ii) What are the **five** (5) factors that influence the demand for a particular commodity in the

market?

- a)
- b)
- c)
- d)
- e)

8. Mercantile agents refer to middlemen who sells goods on behalf of their principals. They receive a commission as their reward and do not take title to goods. In view of this statement, describe any **five** mercantile agents of your choice.

- a)
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- b)
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- c)
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- d)
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- e)
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9. Mr. **Mpangile** is a retail trader who believes that business location and capital are the basic qualities for a successful retailer. Prove that Mr. **Mpangile's** belief is wrong by providing **five** justifiable qualifications of a successful retailers.

- a)
- b)
- c)
- d)
- e)

SECTION C (15 marks)

Answer question ten (10)

10. Elisha wants to open a showroom at Posta Dar es salaam, he has currently been looking for a business expert to assist him with issues related to transporting of his cars and other related goods from Japan. At this point he approached you as an expert in transportation to assist him with factors to consider before choosing the best means of transport. Discuss any six of those factors.

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