

**PRESIDENT'S OFFICE
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT
BARIADI DISTRICT COUNCIL
FORM TWO PRE-MOCK EXAMINATION
COMMERCE**

TIME: 2.30 HRS

MARCH 2023

Instructions

1. This paper consists of section A, B and C with a total of ten (10) questions.
2. Answer ALL questions.
3. All writing must be in blue or black ink.
4. Write your examination number at the top corner of every page.

FOR EXAMINERS USE ONLY			
QUESTION NUMBER	TICK (√)	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 items (i)-(x) choose the correct answer among the given alternatives and write its letter in the space provided.
 - i Which one is an example of constructive industry?
 - A. Fishing
 - B. Lumbering
 - C. Road making
 - D. Cotton spinning
 - ii Mrs. masalu is house wife prepared a fresh fruit juice for her kid's consumption. In which type of production does the activity done by Mrs. masalu be grouped?
 - A. Primary production
 - B. Tertiary production
 - C. Direct production
 - D. Personal services
 - iii Which factor of production is characterized by value appreciation?
 - A. Capital
 - B. Land
 - C. Labour
 - D.
 - iv Which set presents large scale retailers?
 - A. Mobile shops, multiple shops and single shops
 - B. Super market, tied shops and mobile shops.
 - C. Multiple shops, super markets and mail order shops.
 - D. Tied shops, mail order shops and super markets.
 - v Why elimination of wholesalers from the channel of distribution does not affect the flow of goods from manufacturer to the final consumer.
 - A. The wholesaler performs the only selling function
 - B. All goods involved in the channel of distribution are branded.
 - C. In regardless of the financial position manufacturer can sell direct to final user.
 - D. The wholesalers functions can be performed by other agents.
 - vi The following are the roles of entrepreneurship economic development EXCEPT.

- A. Creation of friendship among the countries
 - B. Creation of employment opportunities
 - C. Improvement of people's living standard
 - D. Improvement in per capital income
- vii Which among the following is NOT a benefit of self-employment?
- A. Financial rewards
 - B. Few hours of work
 - C. Independence
 - D. Wrong decision making
- viii A petrol station which sells petrol and diesel obtained from the same producer are examples of:
- A. Tied shops
 - B. Departmental store
 - C. Single shop
 - D. Mobile shop
- ix Which among the following is a drawback of the barter system?
- A. A measure of value
 - B. Poor communication
 - C. Indivisibility of some commodities
 - D. Ignorance
- x A businessman who buys goods outside the country is called:-
- A. Exporter
 - B. Importer
 - C. Trader
 - D. Foreigner

2. Match the description of the types of retailers in LIST A with the appropriate types in LIST B by writing the letter of the correct response beside the corresponding item number in the table provided.

LIST A	LIST B
i. These are shops which specialize in selling one type of product or related range of products and are owned by one person or family.	A. Mail order shop B. Mobile shop C. Single shop D. Multiple shops
ii. The large scale retail business unit whose commodities are sold at fixed prices and have price tag.	E. Departmental store F. Cooperative store G. supermarket
iii. The large scale retail business unit which sell their commodities through post office.	
iv. The large scale retail business unit carried out under one roof and management.	
v. The small scale retail business unit using lorries and vans to visit a particular area in selling different commodities.	

SECTION B (70 marks)

Answer all questions in this section

3. suppose you're a commerce teacher, in your school students refuse to take business studies. By using five points briefly encourage your students to study commerce.
4. Mr. Masunga a wholesaler at Ngulyati, he is buying goods in large quantities from manufactures and selling them in relatively small quantities to retailers in their area. Briefly explain five (5) services offered by Mr. Masunga to their customers.
5. Differentiate the following commercial terms.
 - i. Commerce and business
 - ii. Goods and services
 - iii. Factors mercantile agents and brokers mercantile gents
 - iv. Deferred payment and hire purchases
 - v. Employment and self employment
6. Minza is a small scale farmer in your area who plant maize, cotton and sunflower in a piece of land. Give him five advantages if she will decide concentrating to produce maize only?
7. JB is among a successful entrepreneur in Bariadi who is dealing with different business activities such as petrol stations etc. In reference to JB give out their contributions to the economy. **(five points)**
8. Simiyu Regional Commissioner, prepare sports and games "bonanza" at Bariadi sec. school for the aim of collecting money for physical exercise and fitness to reduce non-communicable diseases. Due to that occasion, briefly explain five business opportunities may raise there.
9. In Tanzania there is many local traders, whom their business does not expand and contributions to the national economy it still low. What are the problems faces them. (Five points)

SECTION C (15 marks)

Attempt this question

10. Explain five importance of warehousing to the businessman.