



**THE PRESIDENT'S OFFICE  
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT  
KILIMANJARO REGIONAL COMMISSIONER'S OFFICE  
FORM TWO MOCK EXAMINATION**



**065 BUSINESS STUDIES**

**Time: 2:30 Hours**

**Thursday, 22<sup>nd</sup> May 2025**

**MARKING GUIDE**

**SECTION A (15 MARKS)**

**1.**

<b>Question no.</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>	<b>VI</b>	<b>VII</b>	<b>VIII</b>	<b>IX</b>	<b>X</b>
<b>Answer</b>	<b>D</b>	<b>C</b>	<b>B</b>	<b>B</b>	<b>D</b>	<b>B</b>	<b>B</b>	<b>D</b>	<b>B</b>	<b>B</b>

**10 Items @ 01Marks**

**2.**

<b>GROUP A</b>	<b>I</b>	<b>II</b>	<b>III</b>	<b>IV</b>	<b>V</b>
<b>GROUP B</b>	<b>C</b>	<b>F</b>	<b>H</b>	<b>K</b>	<b>M</b>

**05 items @ 01 Marks**

**SECTION B ( 40 MARKS)**

**A. a) Production**

Is the process of extracting and transforming inputs into outputs. This involves turning raw materials into semi- finished or finished goods.

**b) Entrepreneurship**

Is the process of taking risks to initiate, organise, and control factors of production such as land, labour and capital to start and manage a business.

**c) Sole proprietorship**

Is a business which is owned, managed and controlled by one person namely the sole proprietor.

Examples of sole proprietorship are small shops, salons, butchers, hawkers, restaurants etc.

d) Warehousing

Is a set of activities that involves receiving, storing, and preparing goods for shipment or distribution to traders and customers.

e) Small -sized business

Is a form of business owned by individuals, group of individuals, family members or the public with a common interest in ensuring that pre-determined goals are achieved.

05 items @ 01 Marks

4. The type of production involved when NICOLE produces and sell vegetables is indirect production. Because indirect production it involves the creation of goods and services for the purpose of selling.

01 item@ 05marks

5. i) generation of profit

ii) Provision of variety of goods and services

iii) Creation of employments

any five points

iv)To promote innovative activities

v) Make goods and services that are not produced within a given area available.

vi) Innovation and development

vii) Wealth creation and distribution

viii) Improving standard of living

ix) Global connectivity

05 items @ 01marks

6. (i) Tractors, Refrigerator and fertilizer

(ii)Television, vegetable and daily products

4 Items @1.25=5MARKS

(iii) Vegetable and daily product

(iv) Refrigerators, tractors and television

7. The type of business conducted by ngosha is sole proprietorship business. The following are the features of sole proprietorship

- i) single owner
- ii) flexibility
- iii) no profit and loss sharing
- iv) unlimited liability
- v) need small capital
- vi) stability depend on life span of the proprietor

any five points

05 items @ 01marks

8. i) Bee keeping

- ii) mining
- iii) fishing
- iv) agriculture
- v) trade
- vi) financial services
- vii) livestock keeping

any five point

05 items @01marks

9. i) planning

- ii) organizing
- iii) staffing
- iv) directing
- v) controlling

05 items @ 01 marks

10. (a) i) Lap top and shoes

ii) Haircut and taxi home

2@1.5 MARKS=3

MARKS

(b) Goods are tangible things while services are intangible things needed by human.

2MARKS

11. introductions 02 marks

Points

- i. Loan
- ii. Personal saving 04 items @ 03 marks
- iii. Deferred payment
- iv. Funds from family and friends

Conclusion 01 marks

12. introduction 02 marks

Points

- i. Land
- ii. Labour 04 items @ 03 marks
- iii. Capital
- iv. Entrepreneurship

Conclusion 01 marks

13. Introductions

The business process that Mr. Mkinga needs to undertake for the furniture to reach the final consumers is Distributions. And students should define the term distribution in introduction parts  
02 marks

The following are the importance of distribution in business

- i. Makes goods available to the markets

- ii. Facilitate the movement of input and output from the point where they are produced to the point of consumptions.
- iii. Expansion of the markets 04 items @ 03marks
- iv. Leads to satisfaction of human wants and needs

Conclusion 01 marks