**800/1**

**COMMERCE**

**JULY/AUGUST 2017**

**2HRS 30 MINUTES**

**RESOURCEFUL MOCK EXAMINATIONS 2017**

**UGANDA CERTIFICATE OF EDUCATION**

**COMMERCE S.4**

**TIME: 2:30MINITES.**

**INSTRUCTION TO CANDFIDATES:**

* This paper consists of two sections A and B.
* Answer all the questions in section A and four questions from section B.
* Any additional question(s) answered will not be answered.
* All answers to all questions must be written in the answer booklet provided.
* Each question in section B carries equal marks.
* You may lose marks for untidy work.

**SECTION A**

1. The desire backed by the ability and willingness of a buyer to pay for a given commodity or service at a given price in a given period of time is called.
2. Demand
3. Consumption
4. Supply
5. Exchange
6. The money paid by foreign tourists for visiting Uganda’s National parks is an example of Uganda’s
7. Invisible imports
8. Visible exports
9. Invisible exports
10. Visible imports
11. Given a margin of 20% and net sales worth Shs 2800,000. Find gross profit.
12. Shs 560.000
13. Shs 2,800,000
14. Shs 2,240,000
15. Shs 3,360,000
16. What organization is responsible for buying and selling of shares and stock in Uganda?
17. Uganda revenue Authority
18. Capital market Authority
19. National Bureau of standards
20. Uganda insurance Regulatory Authority
21. Under what circumstance is a cash discount given to a customer? When a customer.
22. Pays with in the agreed period
23. Buys in large qualities
24. Pays before delivery
25. Buys goods regularly.
26. Producers with increase the production of commodity when
27. Demand is constant
28. Demand is greater than supply
29. Supply is equal to demand
30. Supply is greater than demand.
31. The difference between sales and returns in wards is called
32. Total sales
33. Turnover
34. Gross profit
35. Purchases
36. Which one of the following is an advantage of registered letters to the sender
37. Compensated in case of loss
38. Payment is on delivery
39. Lower charges
40. Fast delivery
41. Per value of a share is
42. The original issue price on which dividends are based
43. Always higher than the normal value
44. The price of a share
45. Always lower than the normal price
46. The process of production is complete when the goods reach the
47. Premises of the retailer
48. Final consumer
49. Wholesaler
50. Bonded warehouse
51. The following are examples of after sales services except
52. Repair services offered to customers by the seller
53. Maintenance services offered by the seller
54. Self services offered by large scale retailers
55. Transportation of the purchased goods by the seller to the customer’s premises
56. The contract between the insure and insurer is called
57. Cover note
58. Insurance policy
59. Charter party
60. Proposal
61. The main purpose of fixing minimum price by government is to
62. Increase consumers satisfaction
63. Protect consumers against exploitation
64. Motivate producers
65. Increase demand
66. Capital employed as used in commerce; is the sum of.
67. Fixed assets and working capital
68. Current assets and borrowed capital
69. Fixed assets and current assents
70. Current assents and current liabilities
71. The following are advantages of a customs union except
72. Greater volume of trade among countries
73. Transfer of technological know – how
74. Co- operation in the sphere like research
75. Same currency and monetary system.
76. The method of trade restriction used by a government to stop importation of a particular product is
77. Total ban
78. Quota
79. Tariffs
80. Exchange control
81. Identify the set of items which represent capital goods.
82. Raw materials, tools ,furniture, equipment
83. Furniture, equipment, vehicles, tools
84. Machines, tools, raw materials, radios
85. Tools, machines, equipment, vehicles
86. A person or firm in whose favour the payee transfers a cheque is known as.
87. The drawer
88. An endorser
89. The drawee
90. An endorsee
91. Which insurance policy would provide cover of stolen goods by factory workers?
92. Workman’s compensation
93. Public liability
94. Fidelity guarantee
95. Pilferage
96. The following are ways through which manufacturers differentiate their products from othersexcept
97. Blending
98. Packaging
99. Exhibiting
100. Branding

**SECTION B**

1. (a) Give two examples of;
2. Consumer goods (02marks)
3. Producer goods (02marks)

(b) Explain eight factors that influence the supply of a commodity in the market (16marks)

22.(a) Describe any six documents used in the formation of a public limited company. (12marks)

(b) Give four advantages of private limited company over their forms of business units. (08marks)

23. (a) Explain five functions of the bank of Uganda. (10marks)

(b)Describe five methods used by banks of Uganda to control commercial banks. (10marks)

24. (a) Distinguish between specialization and division of labour (04marks)

(b) Give five advantages and five disadvantages of specialization. (10marks)

(c) Describe the following types of specialization

1. Specialization by process (02marks)
2. Specialization by craft/ profession (02marks)

(iii).specialization by area. (02marks)

25. (a) Explain the following terms as used in insurance.

1. Sum insured (02marks)
2. Subrogation (02marks)

(iii) Contribution (2marks)

(b) Explain the role of insurance to traders in Uganda (14marks)

26. (a) Explain six forms of sales promotion in Uganda (06marks)

(b)Explain any three advantages and four disadvantages of advertising to the

consumer (14marks)

27. (a0 Define the term Delocalization (02marks)

(b) Give the merits and demerits of Delocalization (18marks)

28. Given the following details relating to Mr. Britalis business for the year ending

31 December 1992

Calculate:

1. Cost of sales (04marks)
2. Average stock (04marks)
3. Rate of stock turn (04marks)
4. Sales (04marks)
5. Net profits (04marks)

**END**