

BUSINESS STUDIES PP1 2024 KCSE MOCK

TOP RANK KCSE PREDICTION MOCK 2024 SERIES

TOPLIGHT PUBLISHERS KENYA 2024 PANEL KCSE PROJECTION WORKS

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SERIES 1 2024 TOP RANK KCSE MOCK

FORM FOUR BUSINESS STUDIES. Paper 1 (565/1)

TIME: 2 HOURS

INSTRUCTIONS TO CANDIDATES

1. Write your name and admission number in the spaces provided above.
2. Answer ALL the questions
3. ALL answers must be written in the spaces provided in this booklet.
4. This paper consists of 8 printed pages.
5. Candidates should check the question paper to ascertain that all the pages are printed as indicated and no questions are missing.

FOR EXAMINERS'S USE ONLY

Question	1	2	3	4	5	6	7	8	9	10	11	12

Question	13	14	15	16	17	18	19	20	21	22	23	24	25

**TOTAL
MARKS**

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1. Highlight **four** micro environmental factors that may cause business failure. (4marks)

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2. Indicate the level of production that relates to each of the following activities.

(4marks)

ACTIVITY	LEVEL OF PRODUCTION
Repairing shoes	
Construction of bridge	
Picking tea	
Milling coffee	

3. Musyoka has been self-employed since completion of university education. Outline **four** shortcomings of being self-employed. (4marks)

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4. ABC Company limited has been the only supplier of commodity X in the entire market. Highlight **four** possible sources of its power. (4marks)

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5. Outline **four** circumstances under which a business may prefer partitioned office layout over open office layout. (4marks)

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6. Indicate the business document to which each of the following description relate. (4 marks)

Description	Document
Used to alert the buyer that the goods ordered are on the way.	
A reply to a specific enquiry about the goods sold by the trader.	
Used to request for payment before goods are delivered.	
Shows the transactions that have taken place between the business and the credit customer for a given period of time.	

7. Name the type of business organization described in the following. (4marks)

a) Formed by an act of parliament

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b) Formed by between two to fifty partners

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c) Owned by a single trader

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d) A business structure that is a separate legal entity from its owner

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8. Internet marketing is the process of promoting a business or brand and its products or services over the internet using tools such as social media, emails and websites. State **four** benefits that Joan a trader may get from internet marketing. (4 marks)

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9. Highlight **four** reasons why trader may prefer to hire a warehouse rather than building his/her own warehouse. (4 marks)

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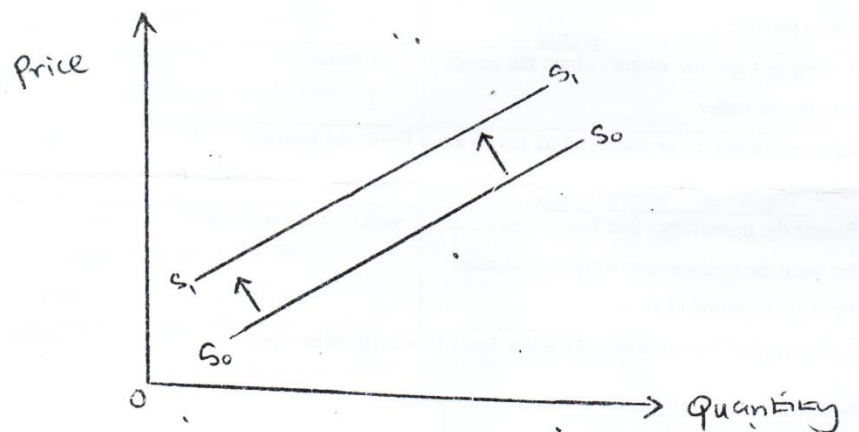
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10. Study the diagram below and answer the question that follow:



Identify **four** ways that may have led to the shift. (4marks)

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11. Highlight **four** reasons why small scale businesses continue to thrive in Kenya, despite the high competition from the large scale firms. (4marks)

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12. A farmer's house valued at Ksh 1,200,000 was insured against fire for ksh 900,000 under 'with average clause'. Fire occurred and damaged the house causing loss of Ksh 500,000. Determine the value of compensation due to the farmer. (4marks)

13. Highlight **four** limitations of using consumer-initiated methods in consumer protection. (4marks)

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14. List **four** sources of public finance.

(4marks)

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15. Indicate whether the following transactions will cause increase, decrease or no effect on the balance sheet totals. Use (+) for increase, (-) for decrease and (N.E) for no effect. (4marks)

	TRANSACTION	EFFECT ON BALANCE SHEET TOTALS
i.	Bought stock of goods worth sh. 45 000/- by cash	
ii.	Sold an old computer for sh. 100 000/- on credit	
iii.	Additional capital worth sh. 100 000/- introduced by the owner	
iv.	Cleared a bank overdraft by depositing a cheque worth sh. 20 000/-	

16. The following figures relate to Mwembe Tayari Traders for the year ended 31st December, 2022.

	ITEM	AMOUNT(Ksh)
i.	Capital (31 st December, 2022)	470 000/-
ii.	Net loss	10 000/-
iii.	Monthly additional investments	17 500/-
iv.	Drawings	30 000/-

Determine capital as at 1st January, 2022.

(4marks)

17. The following information was extracted from jimmy traders for the year ending 31st Dec, 2020.

- i) Carriage on sales – 100 000/=
- ii) Carriage on purchases – 50 000/=
- iii) Stock (1.1.2020) – 200 000/=
- iv) Purchases – 700 000/=
- v) Return outwards – 25 000/=
- vi) Return inwards – 60 000/=
- vii) Closing stock – 27 000/=

Required:-

Calculate net purchases.

(4marks)

18. Indicate the source document used to record the following transactions. (4marks)

	TRANSACTION	SOURCE DOCUMENT
i.	Received payment worth shs. 50 000/- in cash from a debtor.	
ii.	Sale of goods worth shs. 100 000/- on credit	
iii.	Purchase of stock of goods worth shs. 179 000/-on credit	
iv.	Return of goods worth shs. 15 000/- to suppliers	

19. The following amounts to Lewis Retail business for the month of September, 2020.

- i) Sales – shs. 500 000/=
- ii) Cost of goods sold – shs. 300 000/=
- iii) Return inwards – shs. 50 000/=
- iv) Expenses were 10% of sales
- v) Discount received – shs. 120 000/=

Calculate:-

(a) Mark – up

(2marks)

(b) Net profit

(2 marks)

20. In the spaces provided indicate by writing true or false whether each of the following statements is true or false about articles of association of a company. (4marks)

	Statement	True/false
(a)	It contains the activities the company is engaged in.	
(b)	It indicates the procedure to be followed in calling meetings.	
(c)	It indicates the liabilities of the shareholders.	
(d)	It contains the rights of each class of shareholders.	

21. The following balances were extracted from the books of Spring Valley traders on 30th April 2010.

	Sh.
Discounts received	7, 200
Purchases	89, 000
Sales	100, 000
Opening stock	80, 000
Capital	160, 000
Carriage on sales	30, 000
General expenses	68, 200

Prepare a trial balance as at 30th April 2020.

(4 marks)

22. State four measures that the government may put in place to reduce the amount of money in circulation. (4 marks)

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23. Highlight four categories of business activities. (4marks)

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24. List four characteristics of economic resources. (4marks)

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25. State the term represented by the following definitions. (4 marks)

(a) This is the value of the best next alternative foregone when acquiring something

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(b) This means limited or not adequate in supply

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(c) Selecting that human want to satisfy first based on the scale of preference

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(d) Use of a good or service to satisfy human want

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NAME..... ADM NO:

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SERIES 2 2024 TOP RANK KCSE MOCK

TIME 2 HOURS BUSINESS STUDIES

Paper 1

Instructions

- ❖ Write your name, Index No. , signature and date in the spaces provided above.
- ❖ This paper consists of twenty five questions.
- ❖ Answer All the questions.
- ❖ All answers must be written within the provided space.
- ❖ Write your answers in English.

FOR EXAMINER'S USE ONLY

Question	1	2	3	4	5	6	7	8	9	10	11	12	13
Score													

Question	14	15	16	17	18	19	20	21	22	23	24	25
Score												

GRAND TOTAL

1. State four reasons why itinerant traders are becoming increasingly popular in Kenya.

(4marks)

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2. State four factors that lead to ineffective services in a warehouse.

(4marks)

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3. Classify the following factors as either internal or external business environment.

(4marks)

Factors	Business
(a) Political factor	
(b) Economic recession	
(c) Business structure	
(d) Employees	

4. State four reasons why one would prefer partnership instead of sole proprietorship.

(4marks)

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5. Highlight four ways in which a monopolistic competition differs from a pure monopoly. (4marks)

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6. The following balances were obtained from the books of Omweri traders.

Sales	-	360,000
Opening stock	-	50,000
Gross profit	-	25% of sales
Closing stock	-	70,000

Calculate:

- (a) Cost of goods sold. (2marks)

- (b) Rate of stock turnover (2marks)

7. State four ways a country may benefit from high population (4marks)

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8. Outline four advantages of transporting oil by pipeline rather than by road. (4marks)

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9. State four reasons why consumers find it difficult to satisfy their needs. (4marks)

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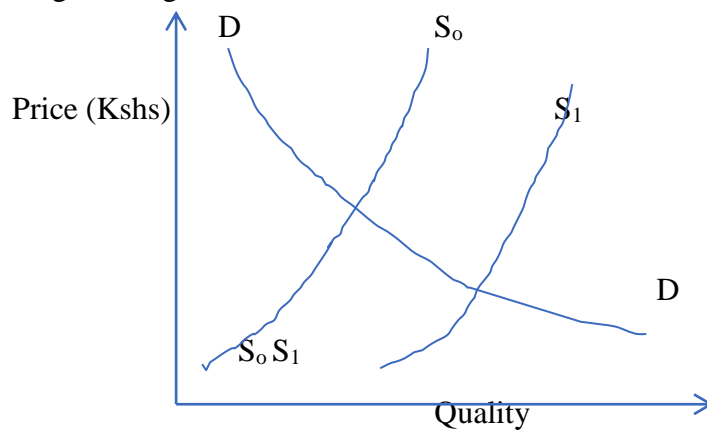
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10. Using the diagram drawn below state the effect of shift in supply as indicated. (4marks)



11. State four sources of government revenue. (4marks)

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12. Secretarial bureaus are usually found in urban centres. State four reasons that may account this type of location. (4marks)

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13. Name the insurance policy a school can take to cover the following risks. (4marks)

Risk	Insurance policy
(a) Losses arising from debtors failure to pay their debts	
(b) Injury caused by a school dog to a passer-by	
(c) Loss of cash when being transported to the bank	
(d) Loss of goods through dishonesty of an employee	

14. Record the following transactions in the general journal of Velma Traders. (4marks)

- (a) On 2nd January 2009 sold office equipment to Faith Traders on credit for sh. 20,000
- (b) On 5th January 2009 bought motor vehicle sh. 300,000 on credit from Sarah enterprises.
- (c) On 10th January 2009, bought lawnmower on credit for sh. 70,000 from Veronica.
- (d) Wrote off a debt of sh. 50,000 due from Mueke on 12th January 2009.

15. Outline four services that facilitate communication. (4marks)

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16. Highlight four limitations of adopting a new technology in business. (4marks)

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17. Record the following transactions in the relevant ledger accounts. (4marks)

2020

June 1: Ochieng started a business with sh. 50,000 cash

June 4: Bought office equipment for sh. 2,000

June 6: Deposited sh. 12,000 into the business bank account.

June 8: Bought stock worth sh. 10,000 by cheque.

18. State four factors that influence the amount of money held by an individual for precautionary motive. (4marks)

19. Below is a two column cash book.

Date	Details	L.f	Cash	Bank	Date	Details	l.f	Cash	Bank
1/2/2022	Bal		5,000		1/2/2022	Bal b/d			3,000
4/2/2022	b/d			7,000	3/2/2022	Equipment		2,000	
	Sales				6/2/2022	Juma			1,000

Describe the transactions that took place on the dates

(i) 1/2/2022

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(ii) 3/2/2022

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(iii) 4/2/2022

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(iv) 6/2/2022

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20. Outline four circumstances under which a manufacturer would prefer to sell his product directly to customers instead of selling through intermediaries. (4marks)

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21. State four factors that may cause the capital of a business to change and how. (4marks)

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22. State four benefits a producer is likely to experience from using shows, trade fairs and exhibitions to promote his/her products. (4marks)

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23. State four uses of a business plan. (4marks)

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24. State demerits of government involvement in business. (4marks)

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25. Outline four characteristics of under-developed countries. (4marks)

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SERIES 3 2024 TOP RANK KCSE MOCK

TIME 2 HOURS
BUSINESS STUDIES

Paper 1

INSTRUCTIONS TO CANDIDATES

- Write your name and index number in the spaces provided above.
- All questions carry equal marks
- Candidate should answer the questions in English
- Candidate should check the question paper to ascertain that all the pages are printed as indicated and that no questions are missing

For Examiner's Use Only

Question	1	2	3	4	5	6	7	8	9	10	11	12
Marks												

13	14	15	16	17	18	19	20	21	22	23	24	25

1. **Highlight four** benefits of using MPESA or AIRTEL MONEY services (4marks)

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FOR MARKING SCHEME CALL IR ABRAHAM 0729 125 181

2. **State four** consequences that may arise due to poor arrangement of goods in a warehouse.

(4marks)

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3. The inflation rate in county P moved from **5.8%** to **9.4%**. **State four positive** outcomes of this change.

(4marks)

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4. The following balance sheet was incorrectly prepared .

Kimbo Enterprises

Balance sheet

As at 31st October 2016

Capital		Bank overdraft 15,000	100,000
Stock	28,000	Motor vehicle	70,000
Cash in hand		Debtors	37,000 4,000
Fixtures	<u>2,000</u>	Creditors	<u>26,000</u>
	<u>134,000</u>		<u>148,000</u>

Prepare the correct balance sheet arranged in **order of liquidity** to show fixed assets, current assets, current liabilities and capital.

(4marks)

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5. Highlight four circumstances under which a manufacturer would find it necessary to carry out market research. **(4marks)**

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6. State four factors that determine the amount of revenue collected by Kenyan government through taxation. **(4marks)**

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7. Other than the use computers in an office, mention four recent trends in office management. **(4marks)**

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8. Mwikali and Theuri bought a building for Ksh 12,000,000. Mwikali paid Ksh 8,000,000 while Theuri paid Ksh4,000,000. The bulding was insured for Ksh 8,000,000 against the risk of fire. Later, the building was partially destroyed by fire to the tune of Ksh.6000,000. Calculate the amount of compensation that each one will receive. **(4marks)**

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9. The table below represents quantity of commodity X demanded by consumer **A and B**.

Price per unit of x	Quantity of x demanded by A in a week.	Quantity of commodity X demanded by B in a week.
20	200	400
10	200	600
5	300	700
2	400	800

State four possible reasons why B demands more of commodity X at every price than A.
(4marks)

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10. **Highlight four** guidelines that may help an entrepreneur in identifying a viable business opportunity.

(4marks)

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11. **Outline four** factors that determine the amount of money that an individual may hold in order to meet unexpected expenses.

(4marks)

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16. The following transactions were obtained from Kimende traders in the month of February 2017.

2nd Feb 2017. Opening balance cash in hand ksh.500,000. And cash at bank ksh.50,000.

3rd Feb. 2017. James, a debtor ,paid Ksh 20,000 by cheque.

5th Feb 2017 .Purchased a motor vehicle worth ksh.300,000 from shah motors and paid ksh. 200,000 in cash while the balance was to be paid later.

Required: Enter the above transaction in the **relevant ledger accounts**. (4marks)

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17. **Outline four** ways in which the nature of a product influences the choice of distribution channel. (4 marks)

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18. **Mention four circumstances** under which a retailer may return goods to a wholesaler. (4marks)

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19. **State four reasons** why billboards are popular in product promotions. (4marks)

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20. The following balances were obtained from the books of sunset traders as at 30th June, 2004.

Stock 1 st July 2003	45,000
Purchases	159,000
Sales	235,000
Stock 30/June/2014	33,000
Capital	75,000
Return outwards	3,000
Operating expenses	13,000

Calculate:

i) Stock turnover rate. (2marks)

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ii) Return on capital. (2marks)

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21. **State four ways** in which legal political environment may improve business performance. (4marks)

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22. **Distinguish the following types of goods** as used in production.

i) Producer goods and consumer goods. (2marks)

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ii) Intermediate goods and finished goods. (2marks)

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23. The following cashbook was prepared by Jomo Traders for the month of July 2016.

Jomo traders'

Cash book

Dr

Cr.

Date	Details	lf	cash	Bank	Date	Details	LF	cash	Bank
<u>2016</u>					<u>2016</u>				
July 2	Balance	b/d	Y		July 4	Balance	b/f		60,000
July 8	Sales		20,000		July 13	Purchase			30,000
July 18	Akinyi			50,000	July 21	s		6,000	
July 25	Sales			<u>120,000</u>	July 27	Rent	c/d	<u>P</u>	<u>Q</u>
				<u>170,000</u>		Balance		<u>60,000</u>	<u>R</u>

Calculate the missing figures.

(4marks)

(i) Y

(ii)P

(iii)Q

(iv)R

24. **Mention four** benefits that may be enjoyed in a country that is experiencing over-population. (4marks)

25. **List four** fundamental elements of transport.

(4marks)

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SERIES 4 2024 TOP RANK KCSE MOCK

TIME 2 HOURS
BUSINESS STUDIES
Paper 1

Instructions to candidates:

- a) Write your name, class, index number, admission number, signature and date of the examination.
- b) Answer all questions in the spaces provided.
- c) The question paper has **10** printed pages. Please check to ensure all questions are printed and no question is missing.

1. Highlight **four** importance of learning business studies to the individual (4mks)

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2. State **four** ways in which division of labour may be of benefit to a manufacturing business (4mks)

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3. The following statements describe the purpose of some documents used in home trade. Identify the document described

(4mks)

Purpose of the document	Name of the document
i. Send to the buyer as response to a specific letter of inquiry	
ii. Issued to the buyer so as to correct an overcharge in the invoice	
iii. Send to the seller as an acknowledgement of a debt	
iv. Send to the seller asking for payment before goods are delivered	

4. Highlight **four** problems likely to be faced by people who rely on Matatu transport (4mks)

5. Give the meaning of the following insurance policies

(4mks)

a) Marine cargo policy

b) Consequential loss policy

c) Third party motor policy

d) Construction or builders marine policy

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6. Highlight **four** measures the government of Kenya is taking so as to encourage delocalization of firms (4mks)
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7. Identify the **four** items included in the calculation of national income using the income approach (4mks)
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8. The following balances relate to Echale Enterprises that started a business on 1st May 2022.

Ksh.

Cash at Bank	65,000
Motor van	35,000
Capital	100,000

The following transactions took place during the first week of May.

2nd May 2022, bought goods for sale worth Sh. 20,000 and paid by cheque

4th May 2022, the businessman used his personal money amounting to Sh. 40,000 to buy more stock of goods for sale

6th May 2022, sold goods at cost for Sh. 15,000 in cash

7th May 2022, withdrew Sh. 10,000 from bank for office use

Prepare a balance sheet as at 7th May 2022. (4mks)

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9. State **four** features of a current account as a service offered by commercial banks (4mks)

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10. Outline **four** features of economic resources. (4mks)

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11. Give **four** uses of computers in an organization. (4mks)

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12. Outline **four** ways in which the government regulates business activities. (4mks)

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13. Highlight **four** reasons that will make a producer construct his own warehouse instead of renting one. (4mks)

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14. The table below shows the supply of oranges in market X.

Year	2022	2021	2020	2019
Quantity supplied	25000	20000	17500	13200

Highlight four factors that might have led to the above trend. (4mks)

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Highlight **four** channels that are used in distribution of tea to the USA. (4mks)

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16. The following relates to Musa Traders for the year ended 31st December, 2018.

	Sh
Buildings	300,000

Van	80,000
Furniture	50,000
Stock	30,000
Debtor	70,000
Capital (1.1.2018)	350,000
Creditors	50,000
Cash	10,000
Drawings	80,000
Net profit	172,300
Loan	47,700

Required: Determine Musa Traders capital as at 31.12.2018. (4mks)

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17. The transactions below took place in the business of Evergreen traders in the month of February the year 2022.

Feb 3rd Purchased a new motor vehicle worth sh 3,000,000 from X Motors limited on credit.

12th Sold old chairs worth sh 100,000 to Web traders on credit.

13th Bought computers worth 150,000 on credit from Tims traders.

22nd Sold an old tractor worth sh 250,000 to Sarich traders on credit.

Required: Record the above transactions in the relevant books of prime entry. (4mks)

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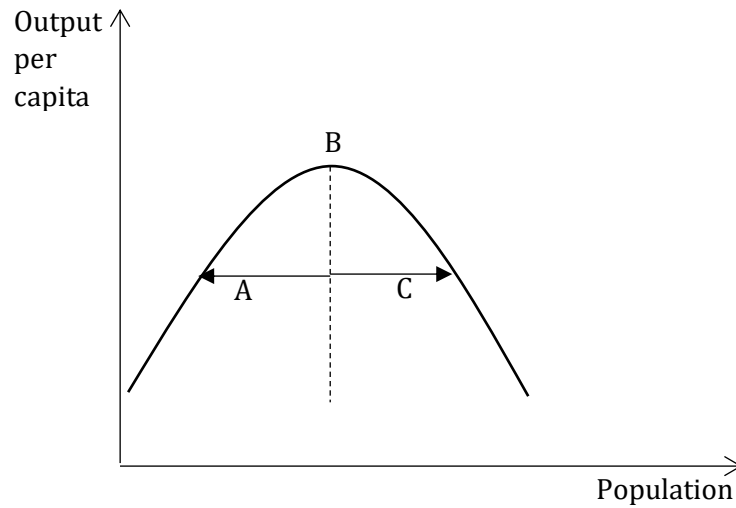
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18. The diagram below relates to the population structure of country X.



Outline **four** challenges faced by a country whose population falls on 'C'. (4mks)

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19. State **four** reasons for privatizing public corporations. (4mks)

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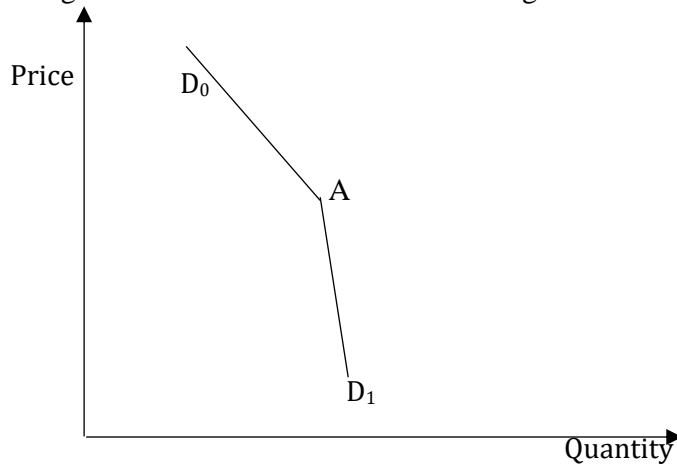
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20. The diagram below is the demand curve of a given market structure



- i) Identify the product market. (1 mrk)

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- ii) State **three** features of the market above. (3mks)

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21. Outline **four** circumstances under which written communication may be used in an organization. (4mks)

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22. Highlight **four** advantages of personal selling as a method of product promotion to the seller. (4mks)

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23. Oketch, a perspective entrepreneur in Nakuru intends to start a business. Identify **four** items he should include in his business plan. (4mks)

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24. Outline **four** ways in which human resources contribute to the success of a business.(4mks)

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25. Identify the type of ledger in which the following accounts are maintained. (4mks)

	Account	Ledger
(a)	Photocopier	
(b)	Commission	
(c)	Drawings	
(d)	Koech (supplier)	

NAME..... ADM NO:

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SERIES 5 2024 TOP RANK KCSE MOCK

TIME 2 HOURS
BUSINESS STUDIES
Paper 1

Instructions to candidates:

- Write your **name** and **index number** in spaces provided **above**.
- Sign and write the date of the examination in the spaces provided above.

FOR EXAMINER'S USE ONLY

QUESTION	1	2	3	4	5	6	7	8	9	10	11	12	13
MARKS													

14	15	16	17	18	19	20	21	22	23	24	25	TOTAL

This paper has nine printed pages, ensure that all pages are available.

1. In the table below, fill in the correct discipline from the given statements (4mks)

STATEMENT	DISCIPLINE
Systematic way of recording business transactions	
Study of trade and aids to trade	
Activities carried out in an office	
Study of how human beings strive to satisfy their wants using scarce resources.	

2. Outline four benefits that a consumer gets from warehousing. (4mks)

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3. Outline four circumstances under which a producer may opt to sell his product directly to the consumer. (4mks)

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4. Amina complains to her friend that nowadays she is finding it increasingly hard to satisfy her needs. Give four reasons why she may be finding herself in such a situation.

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5. State four uses of general journal as a book of original entry. (4mks)

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6. Highlight four types of complains that consumers organization may receive from consumers.
(4mks)

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7. The following information relates to Juma traders as at 30th June 2011.

• Capital	96 600
• Debtors	29 520
• Creditors	24 670
• Motor vehicle	79 000
• Cash	11 250
• Stock	1 500

Prepare a trial balance (4mks)

8. Match the following definition with appropriate external business environment.
(technological, legal-political; economic and social- cultural) (4 mks)

DEFINITION	BUSINESS ENVIRONMENT
Close monitoring of business and passing laws and policies to regulate them.	
Level of know-how, efficient use of tools.	
Customs, values and beliefs that regulate behaviour of people.	
Factors that affect the buyers' ability to buy goods and services offered by business	

9. Outline four factors influencing amount of money held for precautionary motive.
(4mks)

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10. Judy a business lady has joined Facebook. Give four business related benefits she can get from being a user of Facebook. (4mks)

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11. Outline four assumptions to the circular flow of income in a two-sector economy.
(4mks)

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12. Highlight the functions of the following documents used in international trade. **(4mks)**

a) Certificate of origin

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b) Indent

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c) Bill of landing

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d) Commercial invoice

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13. Outline four benefits of indirect production to an economy. **(4mks)**

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14. Highlight four circumstances under which insurance company may decline to compensate the insured after the occurrence of the risk.

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15. The following information relates Kamoko traders as at 31st December 2022.

	(Sh)
Fixed assets	400,000
Stock	120,000
Current liabilities	60,000
Net profit of the year	100,000

Calculate:

a) Rate of return on capital employed

b) Current ratio

16. Highlight four factors that a firm may consider when deciding on goods to produce

(4mks)

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17. Classify each of the following items of government expenditure as development or recurrent. (4mks)

Item	Type of expenditure
Purchase of medicine for hospital	
Construction of new roads	
Payment of teachers' salary	
Purchase of a tractor for agricultural use	

18. State four reasons why hyper-markets are becoming very popular in kenya. (4mks)

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19. Outline four differences between perfect competition and monopolistic product market. (4mks)

Perfect competition

Monopolistic

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20. Outline four factors that have limited containerization in transportation of goods. (4mks)

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21. Highlight four factors that promote entrepreneurial culture in a country. **(4mks)**

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22. Highlight four factors that may lead to shift of demand curve to the right. **(4mks)**

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23. State four principles that distinguish cooperative society from other forms of business organizations. **(4mks)**

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24. Outline four circumstances under which the capital of a business may change. **(4mks)**

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25. Mary has been appointed as a manager in a company. State four measures that she will take to improve the efficiency of workers. (4mks)

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NAME..... ADM NO:

SCHOOL.....INDEX.....

DATE.....SIGN.....TARGET.....

SERIES 6 2024 TOP RANK KCSE MOCK

TIME 2 HOURS
BUSINESS STUDIES
Paper 1

INSTRUCTIONS TO CANDIDATES

- (a) Write your name and admission number in the spaces provided above.
- (b) Sign and write the date of the examination in the spaces provided above.
- (c) Answer all the questions in the spaces provided
- (d) This paper consists of 8 printed pages. Candidates should check carefully to ascertain that all the pages are printed as indicated and that no questions are missing.
- (e) Candidates should answer the questions in English.

FOR EXAMINERS USE ONLY

QUESTION	1	2	3	4	5	6	7	8	9	10	11	12	13
MARKS													

QUESTION	14	15	16	17	18	19	20	21	22	23	24	25	TOTAL SCORE
MARKS													

1. State four banking services offered by Central Bank of Kenya to the Kenyan Government. (4mks)

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2. State the term used to describe each of the following disciplines. (4mks)

i) Study of the process of identifying and acquiring necessary resources to start and operate a business

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ii) Study of how human beings strive to satisfy their endless wants using the scarce resources.

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iii) Study of trade and aids to trade. .

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iv) Study of the systematic way of recording business activities and using the records for decision making

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3. For each of the following types of accounts, state in the spaces provided whether you debit (Dr.) or credit (Cr.) increase or decrease in the account. (3mks)

Type of account	To increase	To decrease
i) Asset		
ii) Capital		
iii) Liability		

4. Outline four benefits of using social media such as Whatsapp groups for office communication. (4mks)

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5. The following balances were extracted from the books of Ufanisi enterprises on 31st December 2022.

Fixed asset	3,000,000
Current assets	500,000
Creditors	700,000
4-year loan	1,500,000

Calculate the net worth of the above business as at 31st Dec 2022. (4mks)

6. Highlight four features of direct production (4mks)

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7. State four reasons for observing ethical practices in product promotion. (4mks)

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8. Outline four reasons why human beings make choices when satisfying their wants.

(4mks)

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9. State four disadvantages of concentrating industries in one area within a country.

(4mks)

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10. Highlight four external business environment that may positively affect the operations of a business. (4mks)

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11. Ahadi Ltd had the following book balances as at 31st December 2022

Shs

Sales	500,000
Stock 1/1/2022	20,000
Returns inwards	5,000
Purchases	300,000
Stock 31/12/2022	40,000
Returns outwards	10,000

Prepare Ahadi Ltd Trading Account for the year ended 31st December 2022.
(5mks)

12. Outline four circumstances under which a trader may prefer to start a small firm.

(4mks)

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13. State four errors which may affect the agreement of a trial balance totals. (4mks)

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14. Highlight four features of a bonded warehouse. (4mks)

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15. State the reward for each of the following factors of production.
(4mks)

Factors of production	Reward
i) Land	
ii) Capital	
iii) Entrepreneurship	
iv) Labour	

16. Outline four negative effects of an ageing population in a developing country
(4mks)

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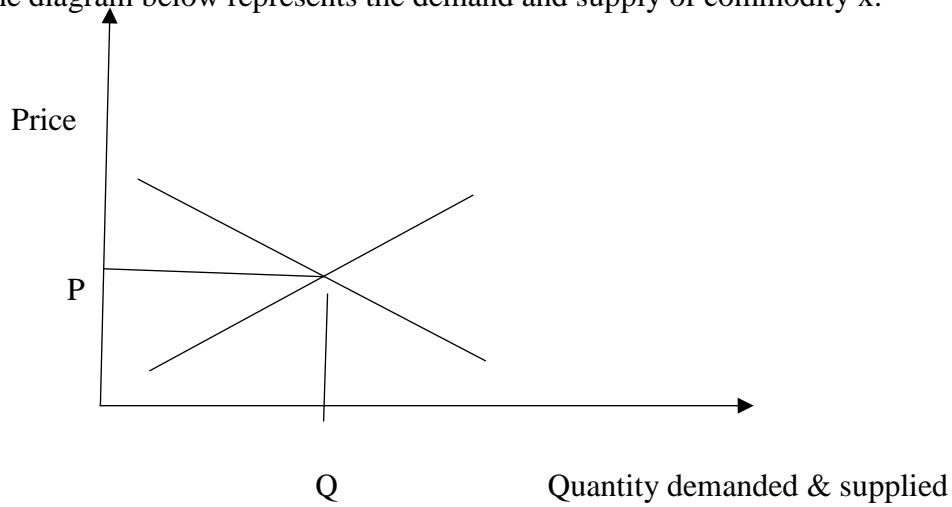
17. Highlight four ways in which a government participate in business activities. (4mks)

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18. The diagram below represents the demand and supply of commodity x.



State four possible consequences of selling commodity x at price higher than the equilibrium price P. (4mks)

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19. State four features of an insurable interest. (4mks)

20. Identify the source document from which the information given below would be obtained from. (4mks)

Information	Source Document
i) Money received from a debtor	
ii) Credit purchases	
iii) Increasing amount a debtor is required to pay	
iv) Credit sales	

21. Highlight four characteristics of an entrepreneur. (4mks)

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22. Outline four ways through which firms contribute to national income of a country. (4mks)

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23. State the meaning of the following terms as used in Business. (4mks)

a) Mergers

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b) Holding companies

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c) Franchising

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d) Cartel

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24. State four ways the central bank of a country may use to reduce money in circulation within a country. (4mks)

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25. The information below relates to R.S LTD

sh

Sales 20,000

Cost of sales 15,000

Average stock 6,000

Expenses 10% of sales

Calculate

i) Gross profit markup (1mk)

ii) Gross profit margin (1mk)

iii) Rate of stock turn over (1mk)

iv) Net profit (1mk)

NAME..... ADM NO:

SCHOOL.....INDEX.....

DATE.....SIGN.....TARGET.....

SERIES 7 2024 TOP RANK KCSE MOCK

TIME 2 HOURS
BUSINESS STUDIES
Paper 1

Instructions to Candidates

- (a) Write your name and index number in the spaces provided above.
- (b) Sign and write the date of the examination in the spaces provided above.
- (c) This paper consists of **25** questions.
- (d) Answer **ALL** questions in the spaces provided
- (e) This paper consists of **9** printed pages. Candidates should check the question paper to ascertain that all the pages are printed as indicated and that no questions are missing
- (f) Candidates should answer the questions in **English**

For Examiner's Use Only

Question	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15
Marks															

Questions	16	17	18	19	20	21	22	23	24	25
Marks										

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TOTAL MARKS

1. State four benefits of learning business studies to a Kenyan student (4mks)

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2. Highlight **four** measures a business may take to ensure that its environment is conducive to its business activities (4mks)

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3. State **four** factors to consider when evaluating a viable business opportunity (4mks)

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4. Most organizations have come up with customer care desks. outline **three** functions that they play . (3mks)

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5. Identify the documents that each of the following descriptions refer to (4mks)

Description	Document
i. Used to inform buyer that seller has received the order	
ii. Used to ask about the availability of goods.	
iii. Used to organize for transportation of goods between seller and buyer	
iv. Used to show goods sold on credit	

6. State four factors affecting the circular flow of income (4mks)

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7. The following balances were extracted from the books of WINNICO Limited on 31stDecember 2020.

Item	Ksh.
Capital	150,000
Furniture	110,000
Purchases	285,000
Hawi (supplier)	180,000
Sales	230,000
Wages paid	41,000
Return inwards	5,000
Return outwards	15,000
Cash	139,000
Rent received	5,000

Prepare the trial balance of the business as of 31st December 2020 (5mks)

8. The information given below relates to Jomo Traders for the year ended 31st August 2021

Rate of stock turn over	3 times
Mark -up	20%
Opening stock	ksh. 90,000
Closing stock	ksh. 150,000

Required

- i. Gross profit (2mks)

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- ii. Sales (2mks)

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9. Highlight four features of services . (4mks)

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10. State **four** causes of seasonal unemployment in Kenya (4mks)

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11. Highlight **four** circumstances under which the capital of a business may change (4mks)

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12. On 1 January 2006, Romano Traders started sh. 180,000 in cash and sh. 170,000 at bank. During the month, the following transactions took place:
2006

January 10 paid ABM Traders sh. 25,000 by cheque less sh. 1000 cash discount
16 sold goods for sh. 14,000 cash.
31 Banked all the cash except sh. 5,200

Enter the above transactions in the relevant cash book and balance it off. (4mks)

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13. List **four** clauses of memorandum of association for joint stock companies (4mks)

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14. State **four** causes of demand- pull inflation (4mks)

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15. State **four** activities carried out in the process of distribution (4mks)

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16. Outline **four** structural changes that may take place when a country is experiencing economic development (4mks)

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17. State **four** reasons why it is suitable to locate a bonded warehouse at the point of entry of a country (4mks)

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18. Highlight **four** reasons why business still use radios to promote their products despite other highly advanced media (4mks)

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19. State **four** factors that may lead to an increase in market supply of a product (4mks)

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20. State reward of each factor of production (4mks)

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21. Highlight **four** methods used by a monopolistic firm to differentiate its products (4mks)

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22. Juma wholesalers owned a motor vehicle at ksh. 2,000,000 which they comprehensively insured for ksh. 1,600,000. The vehicle was involved in an accident and written off. determine the amount of money Juma wholesalers should expect to get from their insurer

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23. State four ways in which the government is involved in business activities. (4marks)

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24. State **four** ways in which the nature of goods would influence the choice of transport (4mks)

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25. State **four** advantages of locating a firm near the source of raw materials (4mks)

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NAME..... ADM NO:

SCHOOL.....INDEX.....

DATE.....SIGN.....TARGET.....

SERIES 8 2024 TOP RANK KCSE MOCK

**TIME 2 HOURS
BUSINESS STUDIES**

Paper 1

Kenya Certificate of Secondary Education (K.C.S.E)

INSTRUCTIONS TO CANDIDATES

1. Write your name, Adm No and index number in the spaces provided above.
2. Write the date of examination and sign in the spaces provided above.
3. This paper consists of **25** questions.
4. Attempt all questions in this paper
5. Candidates should check to ensure that all pages are printed as indicated and no questions are missing.
6. This paper has 7 printed pages

FOR EXAMINER'S USE ONLY

1	2	3	4	5	6	7	8	9	10	11	12	13
14	15	16	17	18	19	20			23	24	25	

TOTAL

1. List four characteristics of an entrepreneur. (4 marks)

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2. Outline four circumstances when a company can be dissolved. (4 marks)

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3. Classify using a tick (✓) whether the following resources are natural, manmade or human. (4 marks)

Resource	Natural	Man made	Human
a. Teacher			
b. Oil deposits			
c. Coral reef			
d. A building			

4. The following balances were extracted from the books of Mbolea Merchants as at 31st August 2021.

Cash. Sh. 17,000

Bank. Sh. 53,000

Sales. Sh.200, 000

Purchases. Sh. 120,000

Salary and wages sh. 80,000

Bank overdraft sh. 20,000

Creditors Sh. 35,000

- Prepare a trial balance as at 31st August 2021. (5 marks)

5. mention four characteristics of land as a factor of production. (4 marks)

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6. State the wholesaler described below. (4 marks)

a. A wholesaler who deal with beans, maize, millet and sorghum

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b. A wholesaler who sell goods in Nyeri, Muranga and Kiambu

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c. A wholesaler who buy cabbages in Kinangop and sell them to other wholesalers and
retailers in Nairobi

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d. A Wholesaler who sell baby clothes only

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7. State four factors that may lead to a decrease in demand for jackets. (4 marks)

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8. Highlight four features of itinerant traders. (4 marks)

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9. State four types of advertising. (4 marks)

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10. Outline four causes of a business failure. (4 marks)

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11. Give four limitations of a trial balance. (4 marks)

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12. State four accounts used to record movement of stock. (4 marks)

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13. Highlight four reasons why a bonded warehouse is important to the government.(4 marks)

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14. State four characteristics of direct production. (4 marks)

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15. Highlight four types of unemployment. (4 marks)

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16. State three ways in which government regulates businesses. (3 marks)

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17. Matatus are very popular in Kenya today. State four advantages of matatus. (4 marks)

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18. List four essentials of effective communication. (4 marks)

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19. Highlight four characteristics of life assurance policy. (4 marks)

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20. Outline the first four steps followed during personal selling. (4 marks)

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21. State four types of business activities. (4 marks)

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22. State four characteristics of goods. (4 marks)

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23. List four uses of a general journal. (4 marks)

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24. State four types of product markets. (4 marks)

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25. Highlight four channels for distributing locally manufactured goods. (4 marks)

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NAME..... ADM NO:

SCHOOL.....INDEX.....

DATE.....SIGN.....TARGET.....

SERIES 9 2024 TOP RANK KCSE MOCK

TIME 2 HOURS
BUSINESS STUDIES

Paper 1

Kenya Certificate of Secondary Education (K.C.S.E

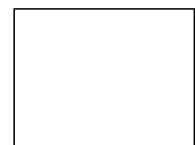
Instruction to candidates

Answer all question

Question	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16
Marks																
Question	17	18	19	20	21	22	23	24	25							

Marks									
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Score teble



1. Name four skills that a student acquires by learning business studies.

(4marks)

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2. Highlight four possible contents of a business plan.

(4marks) i.

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3. Outline four benefits of the improved road network in Kenya.

(4marks)

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4. Nacada began a business on 1st Jan 2023. With capital of sh 650,00 which he deposited in the business bank account. During the year the following transaction took place

i) Brought into the business equipment valued at sh.

50,000 ii) Made a profit of sh. 120,000

iii) Withdrew sh, 80,000 from the business bank account to pay for his son's university fee.

Determine Nacada final capital

5. State four incentive that a government may give investors to locate their firms in rural area(4marks)

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6. The gap in incomes between the rich and the poor is so wide in Kenya. Highlight four factors that have contributed to this. (4marks)

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7. Outline four features of a sole proprietorship form of business unit. (4marks)

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8. Give four advantages of using M-pesa as a means of payment. (4marks)

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9. Outline four circumstances under which downwards communication may be used. (4marks)

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10. Mention the principle of insurance involved in the following statement. (4marks)

a) One cannot insure the neighbor's house

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b) Compensation is paid out by an insurance company only if the loss is as a direct result of happening of the event insured against

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c) After having been compensated the insured is not allowed to take the scrap

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- d) The aim of the insurance company is to put back the insured to his original material financial position and not to profit him

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11. For each of the following daybooks, State the relevant source document

a) Sales journal

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a) Cash receipt journal

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b) Purchases return journal

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c) Sales return journal

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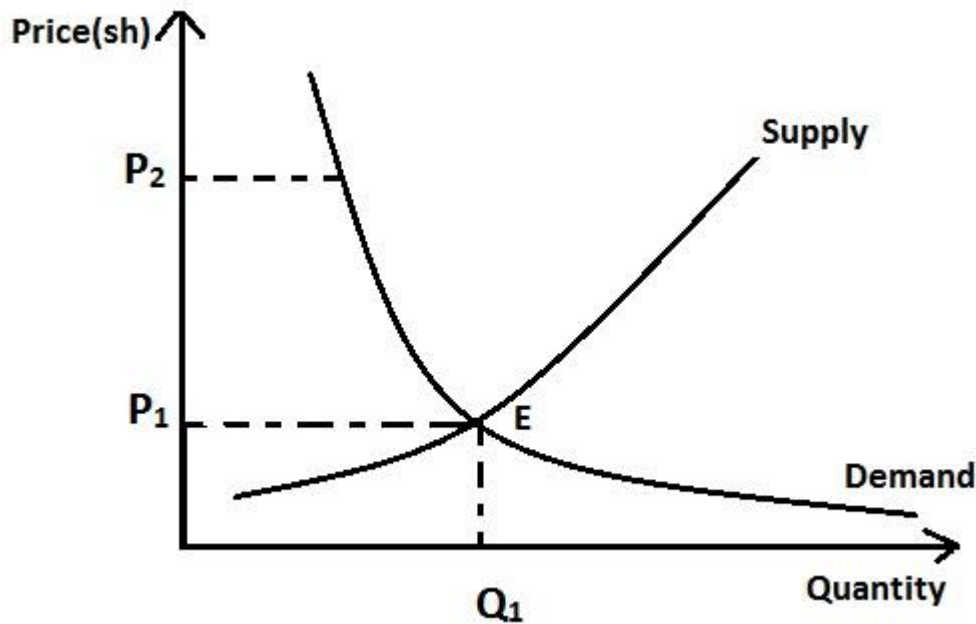
12. On 1.5.2015 Kui traders bought 240 carton of battery at ksh.1000 each . Terms of sale were

20%trader discount and cash discount if payment was made on 29.4.2015

Calculate the amount paid if payment was done on 26.4.2015

(4 marks)

13. Hadjia has an intention of starting a business in the local market. The demand and supply is represented in the diagram below



State four consequences of selling the cabbages at p_2

(4marks)

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14. Outline four circumstances under which a trade would advertise his products over the radio instead of television

(4marks)

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14. Outline four ways in which the physical environment may lead business failure (4marks)

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16. Give four types of errors that are not disclosed in a trial balance. (4marks)

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17. Highlight four reasons for dishonoring a properly drawn cheque (4marks)

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18. In each of the following cases, state the type of inflation described. (4marks) a)

The unrest in Ukraine has resulted to an increase in the price of fertilizers

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b) The price of bread has gone up to sh.60 due increase in the price of fertilizers

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c) A lot of money in circulation has led to the general increase of price

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d) Arise in price due to uneven growth in some sectors of the economy

19. The following information relates to average price of exports and imports in 2021 and 2022 of country k

Year	Average price of export	Average price of imports
2021	100,000	400,000
2022	120,000	650,000

Required:

a) Calculate the terms of trade (3marks)

b) Comment on the term of trade calculated above (1mark)

20. Rufus trader

Dr Three column cash book cr

Date	Details		Cash	Bank	D .All	DATE	Details	f	Cash	Bank	D.REC
22/1/01	Capital		20,000			22/1/01	Capital				
22/1/08	Cash					2/1/08	Bank				
22/1/12	Drawings		2000	10,000					10,000	1000	

From the above cashbook state the transactions that took place on

a) 22.1.01 (2marks)

b) 22/1/08 (1mark)

c) 22/1/12 (1mark)

21. Outline four problems that the Kenyan government may experience in implementing her vision 2030
4MKS

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22. State four types of business activities in central Kenya (4marks)

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23 Outline the significance of the following international terms of sale.
(4marks)

1.EX-works

2.Free

on rail

3.free

on

board

iv) Cost and freight

24. State four types of direct taxes
(4marks)

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25. The following transactions took place in the business of Kua traders during the first week of March

2023.

March 2 issued an invoice no. 840 to Karen sh.80,000

March 3: Received an invoice no 940 from Mugeru Traders sh 50,000

(4marks) Record the above information in the relevant ledger accounts.

NAME..... ADM NO:

SCHOOL.....INDEX.....

DATE.....SIGN.....TARGET.....

SERIES 10 2024 TOP RANK KCSE MOCK

TIME 2 HOURS BUSINESS STUDIES

Paper 1

INSTRUCTION TO CANDIDATES

- (a) Write your name and index number in the spaces provided above
- (b) Sign and write your date of examination in the spaces provided above
- (c) Answer all the questions in blank spaces provided.
- (d) This paper consists of 10 printed pages
- (e) Candidates should check the question paper to ascertain that all the pages are printed as indicated and that no questions are missing.

FOR EXAMINER'S USE ONLY.

Question	1	2	3	4	5	6	7	8	9	10	11	12	13
Marks													

Question	14	15	16	17	18	19	20	21	22	23	24	25
Marks												

TOTAL MARKS

- 1 Outline **four** factors that comprise negative internal environment of business.
(4marks)

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- 2 Give **four** distinctions between sole proprietorship and partnership forms of business units.
(4 marks)

	Sole proprietorship	Partnership
(i)		
(ii)		
(iii)		
(iv)		

- 3 Oliver operates a whole sale business in his home town. Outline **four** methods that he may use to determine prices of his goods other than the force of demand and supply.
(4 marks)

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- 4 Outline **four** reasons why choice is inevitable in the satisfaction of human wants. (4 marks)

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- 5 Give FOUR reasons why the Kenya government trains its citizens in doing business
(4 marks)

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6 State **four** disadvantages of localization of industry to a developing country (4 marks)

7 State the books of original entry into which each of the following transaction would be entered and the source document's used in each case. (4 marks)

Transaction	Book of original entry	Source document
(a) When goods are sold on credit		
(b) When goods previously sold on credit are returned		
(c) When cash is received for goods sold		
(d) When payment for goods purchased is made by cheque		

8 State **four** benefits that accrue to a manufacturer who uses modern technology. (4 marks)

9 Highlight **four** advantages of using pipeline to transport petroleum products. (4 marks)

(a)

10 State **four** sources of monopoly power for a firm (4 marks)

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- 11 The information given below was extracted from the books of Anisha traders on 31 Dec 2022.

	Sh
Purchases	260,000
Opening stock	75, 000
Carriage on purchases	12, 500
Closing stock	27, 500
Goods were sold at a margin of 25 %	

Using the information given above, prepare Anisha traders trading account.(4 marks)

- 12 State **four** reasons why entrepreneurs should observe ethical practices. (4 marks)
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- 13 Highlight **four** advantages of a bonded warehouse to the government. (4 marks)
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- 14 Highlight **four** channels that can be used to import motor vehicles. (4 marks)
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- 15 State four factors that determine the period for which documents should be kept in an organization. (4 marks)

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- 16 The following information was extracted from the books of a Imbenzi traders.

Jan 1 Balance brought down: Cash sh 4,500

Bank sh 4, 500

Jan 2 Bought stationery in cash sh 3,200

Jan 5 Sales paid in cash sh 2,200 and by cheque sh 10,000

Jan 8 Paid wages in cash sh 12, 400

Jan 10 Transferred sh 1 500 from the cash till to the business bank account.

Prepare a two column cash book and balance it off. (5 marks)

- 17 State **four** factors to consider before giving credit to a new customer. (4 marks)

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- 18 The following balances were obtained from the books of Kashaga traders on 30/6/2022.

Plant and machinery	1,400,000
Turn over	1,540,000
Interest on loan	200,000
Prepaid rent	70,000
Accrued rent	353, 340
Furniture and fittings	500,000
Gross profit	427, 060
Repairs on motor vehicle	150,000

Prepare a trial balance of Kashaga traders for the month ended 30/6/2022. (4 marks)

19 State four factors that would enhance effective communication. (4 marks)

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20 Outline FOUR reasons why a firm should not keep excessive working capital (4 marks)

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21 Highlight the procedure followed when making an insurance claim. (4 marks)

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22 State four circumstances under which personal selling may be used as a strategy in product promotion. (4 marks)

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23 State three reasons why people hold onto money. (3 marks)

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24 Highlight four factors that may account for high population growth rate in Kenya.(4 marks)

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25 Use the following information to determine net profit for the year ended 31 Jan 2023 (4 marks)

	Ksh
Closing Capital	800, 000
Opening Capital	450, 000
Additional investment	90, 000
Monthly drawings	5, 00

WE HAVE ALSO THE FOLLOWING

1. MATHEMATICS

- FORM 1 - FORM 4 TOPICAL QUESTIONS AND ANSWERS
- FORM 1 – FORM 4 OPENER,MID-TERM AND ENDTERM EXAMS
- TOP RANK PREDICTION MOCK SERIES EVERY YEAR
- FORM 1- FORM 4 NOTES
- SCHEMES OF WORK EVERY YEAR

2. ENGLISH

- FORM 1 - FORM 4 TOPICAL QUESTIONS AND ANSWERS
- FORM 1 – FORM 4 OPENER, MID-TERM AND ENDTERM EXAMS
- TOP RANK PREDICTION MOCK SERIES EVERY YEAR
- FORM 1- FORM 4 NOTES
- SCHEMES OF WORK EVERY YEAR
- POETRY QUESTIONS AND ANSWERS
- POETRY NOTES
- PARLIAMENT OF OWIS,ARTIST OF THE FLOATING WORLD ,THE SAMARITAN, SILENT SONGS,FATHERS OF NATIONS (EXERPT QUESTIONS, GUIDES, ESSAYS AND MARKING SCHEMES, VIDEOS AVAILABLE).

3. KISWAHILI

- FORM 1 - FORM 4 TOPICAL QUESTIONS AND ANSWERS
- FORM 1 – FORM 4 OPENER, MID-TERM AND ENDTERM EXAMS
- TOP RANK PREDICTION MOCK SERIES EVERY YEAR
- FORM 1- FORM 4 NOTES
- SCHEMES OF WORK EVERY YEAR
- USHAIRI QUESTIONS AND ANSWERS
- USHAIRI NOTES
- ALL SETBOOK QUESTIONS, VIDEOS,GUIDES AND ANSWER AVAILABLE

4. BIO,CHEM,PHY,AGRIC,BST,COMP,HMSC,GEO,HIST,CRE

WE HAVE THE FOLLOWING FOR THE ABOVE 10 SUBJECTS

- FORM 1 - FORM 4 TOPICAL QUESTIONS AND ANSWERS
- FORM 1 – FORM 4 OPENER,MID-TERM AND ENDTERM EXAMS
- TOP RANK PREDICTION MOCK SERIES EVERY YEAR
- FORM 1- FORM 4 NOTES
- SCHEMES OF WORK EVERY YEAR
- **WE HAVE** : TOP SCHOOLS PRE-MOCKS,MOCKS,PREDICTIONS,POST MOCKS,TERMLY EXAMS,AND ALL OTHER LEVELS EXAMS INCLUDING CBC

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