INTERSECONDARY SCHOOLS EXAMINATION SERIES

ISESE

FORM FOUR PRE-NECTA No.01

COMMERCE

TIME: 3 HOURS   **Thursday 18th July 2024**

INSTRUCTIONS

1. This paper consists of three sections A, B and C with a total of nine (11) questions.
2. Answer all questions in section A, B and choose two (2) questions from section C.
3. Section A carries sixteen (16) marks, section B carries fifty-four (54) marks and section C carries thirty (30) marks.
4. Budget your time wisely.
5. Time allowed is 3:00 hrs

SECTION A (16 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 beside the item number in the answer sheet provided.

i.   The following term is used to acknowledge indebtedness.
     A. UNO B. E & O.E C. IOU D. Ufs E. IPU

ii. If goods were listed at 20,000/= how much would be paid by customer if he was allowed 10% trade discount and 2% cash discount?
     A. 17,650/= B. 17,460 C. 17,640 D. 17,560 E. 17,820

iii. Communication may be defined as;
     A. The process of delivering goods through post office.
     B. Any process that involves passage of goods from the seller to the buyer
     C. Passage or transfer by using any media with the intention of getting positive response from the recipient.
     D. The passage or transfer of message by using post office with the intention of getting positive response from the recipient.
     E. Advertising goods using newspaper.

iv. Which of the following is an example of tertiary production?
     A. Road construction B. School teacher C. Agriculture D. Production of foods for household use E. Manufacturing goods for exchange.

v.   Profit margin is:
     A. Net profit B. Stock turn C. difference between selling price and cost price of goods sold D. Net profit divided by average stock E. gross profit divided by sales

vi. A retailer does not perform the activity of:
     A. Changing the form of the goods B. storage of goods C. advising his customers D. offering credit to customer E. buying the goods from wholesalers

vii. A proforma invoice is:
     A. An enquiry B. an order C. a quotation D. a receipt E. a cheque

viii. In warehousing 'WARRANT' implies:
   A. Evidence document of releasing goods in the warehouse
   B. A document of receiving and releasing goods in the warehouse
   C. Practical application of the duty utmost good faith
   D. Both evidence of releasing and practical application of the duty of utmost good faith
   E. A document of receiving goods at the Railway warehouse.

ix. A tied shop is a:
   A. Number of single shops under one roof and one management
   B. Large store that stocks many items a house wife is likely to buy
   C. Self-service store
   D. Super market complex
   E. Type of single shop which sells products of one manufacturer only.

x. E.Jerome had an opening stock of Shs. 20,000.00 and a closing stock of Shs. 25,000.00. His net purchases for the year amounted to Shs. 150,000 and his gross profit margin was 40% on cost. His expenditure for the year was shs. 28,600.00. What is his net profit?
   A. 58,000.00 B. 145,000.00 C. 56,000.00 D. 203,000.00 E. 29,400

2. Match the items in LIST A with the corresponding in LIST B by writing letter of the correct response below the corresponding items number in the answer sheet provided.

	LIST A	LIST B
(i)	Path through which the encoded message is transmitted.	A. Sender
(ii)	Process in which the sender converts an idea into a message.	B. Feedback C. Medium
(iii)	Source of information in which is communicated.	D. Decoding E. Encoding
(iv)	Process in which the receiver interprets the sender's message.	F. Message G. Receiver
(v)	Responsive actions of the receivers.	
(vi)	Person to whom the message is intended.	

SECTION B: (54 marks)
Answer all questions

3. Write short notes on the following:
   a) Entrepot trade
   b) Dumping
   c) Joint demand
   d) Price list
   e) Bonded warehouse

4. (a) Explain four **(4)** factors that determine elasticity of supply.
   (b) Discuss the effects on the demand for bicycle due to:
   i. An increase in incomes
   ii. A rise in the price of petrol
   iii. An improvement in the technology of bicycle production.

5. The following balances were extracted from the books of Mohamedi's clock business for the year. Opening stock sh. 23,000/=, purchases sh. 115,000/-, carriage inwards sh. 3,000/=, purchases returns sh. 18,000/-, sales sh. 200,000/-, sales returns sh. 15,000/-, closing stock sh. 30,000/-, current assets sh. 45,000/-, current liabilities sh. 90,000/- and fixed assets sh. 180,000/-, general expenses is 10% of the gross profit. From the above information calculate:
   a) Cost of goods available for sale
   b) Cost of goods sold
   c) Gross profit
   d) Net profit
   e) Rate of stock turnover
   f) Mark up
   g) Margin
   h) Working capital
   i) Capital employed
   j) Net profit as percentage of sales

6. Matunda has working as a machine operator for more than twenty years of juice factory located in chakonichako Dodoma, and in all that time he has never changed his job. What are the benefit that matunda has gained by concentrating on one job in twenty years? Explain six points.

7. In Tanzania there are many entrepreneurs who do various business in many areas of our regions but in order for an entrepreneur to be the best, what characteristics should be possessed? Discuss six (6) points.

8. Firm x has just began its operations in the country. It plans to put a warehouse to store both its raw materials and finished goods. Explain some of requirements its warehouse should have for it to function effectively. Give five points.

SECTION C: (30 Marks)
Answer only two questions

9. Mr. Makasi aspires to travel the world. He made list of the benefits and drawbacks of each mode of transport but as someone who is familiar with transportation you are aware that there are factors to take into account when selecting a mode of transport. Explain to Mr. Makasi those factors so he may have a memorable trip

10. (a) What are 4P'S of marketing? **(4 points)**
    (b) Explain **four (4)** elements of promotion mix.

11. Mr. Mtwala wants to advertise his product produced in herbal form. One Monday he came to you to ask for the things he has to consider before choosing an advertising media.As an expert in marketing help Mr. Mtwala with **six (6)** points.

INTERSECONDARY SCHOOLS EXAMINATION SERIES
ISESE TIME TABLE
FORM TWO PRE – NATIONAL No.04
20th – 30th September 2024

DAY & DATE	MORNING SESSION (A.M)			AFTERNOON SESSION (P.M)		
	CODE NO.	SUBJECT	TIME	CODE NO.	SUBJECT	TIME
Friday 20/09/2024	013	Geography	8:00 – 10:30	011	Civics	2 : 00 - 4 :30
Monday 23/09/2024	033	Biology	8:00 – 10:30	021	Kiswahili	2 : 00 - 4 :30
Tuesday 24/09/2024	041	Basic mathematics	8:00 – 10:30	012	History	2 : 00 - 4 :30
Wednesday 25/09/2024	022	English language	8:00 – 10:30	032	Chemistry	2 : 00 - 4 :30
Thursday 26/09/2024	031	Physics	8:00 – 10:30			2 : 00 - 4 :30
Friday 27/09,2024	062	Book-keeping	8:00 – 10:30			2:00 – 4:30
Monday 30/09/2024c	061	Commerce	8:00 – 10:30			2:00 – 4:30

KUSHIRIKI PRE-NECTA HIZI WASILIANA NA COORDINATOR 0624 254 757 (UNAWEZA KUSHIRIKI SOMO MOJA AMA ZAIDI)

INTERSECONDARY SCHOOLS EXAMINATION SERIES
ISESE TIME TABLE
FORM FOUR PRE – NECTA No.04
20th – 30 September 2024

DAY & DATE	MORNING SESSION (A.M)			AFTERNOON SESSION (P.M)		
	CODE NO.	SUBJECT	TIME	CODE NO.	SUBJECT	TIME
Friday 20/09/2024	011	Civics	8:00 – 11:00	022	English	2 : 00 - 5 :00
Monday 23/09/2024	033/1	Biology 1	8:00 – 11:00	012	History	2 : 00 - 5 :00
Tuesday 24/09/2024	041	Basic mathematics	8:00 – 11:00	021	Kiswahili	2 : 00 - 5 :00
Wednesday 25/09/2024	013	Geography	8:00 – 11:00	032/1	Chemistry 1	2 : 00 - 5 :00
Thursday 26/09/2024	031/1	Physics 1	8:00 – 11:00			2 : 00 - 5 :00
Friday 27/09,2024	061	Commerce	8:00 – 11:00			2 : 00 - 5 :00
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