

INTER SECONDARY SCHOOLS EXAMINATION SERIES
ISESE

FORM FOUR PRE-MOCK
COMMERCE MARKING GUIDE

SECTION A: 15 MARKS

1. (10 Marks)

(i)	(ii)	(iii)	(iv)	(v)	(vi)	(vii)	(viii)	(ix)	(x)
D	C	B	D	C	D	A	C	E	B

2. (5 marks)

LIST A	(i)	(ii)	(iii)	(iv)	(v)
LIST B	D	A	E	B	C

SECTION B: 45 Marks

3. (4 items @ 2.25 marks = 9 Marks)

(i) Cost of goods sold

Formula: $\text{COGS} = \text{Opening stock} + \text{purchases} - \text{closing stock}$

$$120,000 + 150,000 - 100,000 = 170,000/=$$

Therefore, **Cost of goods sold = 170,000/=**

(ii) Gross profit

Formula: $\text{Gross profit} = \text{Net sales} - \text{Cost of goods sold}$

$$= 300,000 - 170,000 = 130,000/=$$

Therefore, **Gross profit = 130,000/=**

(iii) Gross profit Margin

$$\text{Formula: } \frac{\text{Gross profit}}{\text{Sales}} = \frac{130,000}{300,000}$$

Therefore, **Gross profit margin = 0.43**

(iv) Gross profit markup

$$\text{Formula: } \frac{\text{Gross profit}}{\text{Cost of sales}} = \frac{130,000}{170,000}$$

Therefore, **Gross profit markup = 0.76**

4. (a) Liners: These are water vessels mainly carry cargo though some carry passengers. These vessels follow specific routes at fixed time. Liners specifically for carrying cargo is called "cargo liners" and those for passengers are known as "passengers' liners"

(b) Tramps: These are well known for carrying cargo and go anywhere they can get goods to carry. They do not sail on fixed routes at regular times but go anywhere they can get business. A trader with enough cargo to carry many time the whole vessels by entering into a contract is known as charter party.

(c) Charter party: Often known as charter, is the contract between a ship-owner and a charterer for rental of a ship for carriage of passengers or cargo. This is a specialized contract in which the owner of a ship leases the entire or part of the ship to another person for transportation of commodities on specific voyage to one or more destinations for a set period of time.

(d) Dry port: Sometimes referred to as an inland port, is an inland intermodal terminal directly connected by road or rail to a seaport, operating as a Centre for transshipment of a sea cargo to inland destinations. Advantages of dry port include faster transport of cargo from sea ports, Use of more efficient modes of transport and providing facilities for storage of goods.

(4 items @ 2.25 marks) = 9 marks

5. Management: Is the process of making things done through other people that mean management involves setting objectives for the firm and supervise the implementation.

Duties assigned (Functions of Management)

1. Planning
2. Organizing
3. Staffing
4. Directing
5. Controlling

6. (a) Elements of communication

- i. Sender
- ii. Encoding
- iii. Message
- iv. Medium
- v. Decoding
- vi. Receiver
- vii. Feedback

(Any 3 points @ 1.5 marks = 4.5 marks)

(b) Advantages of Road transport in Tanzania

- i. Cheap
- ii. Speed
- iii. Flexible
- iv. Reroute or short journey
- v. Any other points explained by student **(Any 3 points @ 1.5 marks = 4.5)**

7. Factors/causes for the shift of Demand curve

- i. Change in consumer's income
- ii. Change in price of related goods
- iii. Change in tastes and preferences
- iv. Customer's expectations about future change in prices
- v. Change in population size **(5 points @ 1.8 marks = 9 marks)**

SECTION C: (40 marks)

8. Qualities of a successful retailers

- i. Should be polite in dealing with customers
- ii. Should be a good buyer
- iii. Should be able to forecast customer's demand
- iv. Should be a good administrator
- v. Should be honest to customer
- vi. Should be cooperative to suppliers. **Introduction – 1 mark**

Points (3 marks @ 6 points) – 18 marks

Conclusion – 1 mark

9. (a) Reasons

- i) A wholesaler can be eliminated if there are many large scale retailers who can manage to buy directly from producers.
- ii) A wholesaler can be eliminated if the manufacturers have established many outlets (own retail outlets).
- iii) If the manufacturer have though storage facilities.
- iv) A wholesaler can be eliminated where goods are produced and sold in small quantities.
- v) If the manufacturer have their own transport to distribute goods to retailers.

-Intro = 1 Mark

-Point 4 @ 2 Marker = 8 Marks

-Conclusion = 1 Mark.

Total 10 Marks

14. (b) Points

- i) The nature of the goods.
- ii) Size and nature of the market
- iii) Risks avoidance.
- iv) Scale of production.
- v) Urgency and speed.

-Introduction = 1 Mark
-Points (4@2 Marks) = 8Marks
-Conclusion = 1 Mark
Total = 10 Marks

10. Benefits of partnership

- i. Specialization
- ii. Freedom of action
- iii. More funds
- iv. Easy to form
- v. Sharing of burden
- vi. Free to undertake any business
- vii. Even distribution of work

-Introduction- 1 mark
-Points (3 marks@6 points) – 18 marks
-Conclusion – 1 mark

KWA MAHITAJI YA

01. MITIHANI YA MID-TERM NA MARKING GUIDE ZAKE KWA KILA SOMO KWA VIDATO VYOTE

02. SERIES ZA O-LEVEL KWA MASOMO YOTE NA VIDATO VYOTE

03. MITIHANI YA KIDATO CHA TANO NA SITA (ADVANCED SERIES) KWA COMBINATION ZOTE

OFA OFA

U.B.N COOPERATION TUNATOA OFA MAALUM YA KUJIUNGA NA GROUP LETU LA “U.B.N COOPERATION” KWA WAKUU WA SHULE NA WATAALUMA KWA TSH 50,000/= MIEZI 6 NA 70,000/= MWAKA MZIMA KWA KIDATO KIMOJA AMBAPO UTAPATA MITIHANI YA KILA MWEZI (MONTHLY TEST) KWA MASOMO YOTE NDANI YA MIEZI SITA. OFA HII NI KWA KIDATO CHA PILI NA CHA NNE TUU. ITAKUWA NI (MWEZI MARCH – SEPTEMBER) MIEZI 6 NA MARCH-DECEMBER MWAKA MZIMAMWISHO WA KUJIUNGA NA OFA HII NI TAREHE 15/03/2024

**KWA MAWASILIANO; WASILIANA NASI 0624 254 757
WHATSAPP TUU**

U.B.N COOPERATION O-LEVEL EXAMINATION SERIES 2024
TIME TABLE FOR ALL SUBJECTS
FORM TWO AND FORM FOUR
FEBRUARY SERIES

ALL SUBJECTS	DATE	TIME
SERIES - 02	12 th February 2024	03:00 – 6:00 pm
SERIES – 03	19 th February 2024	03:00 – 6:00 pm
SERIES – 04	26 th February 2024	03:00 – 6:00 pm

CONTENTS COVERED

1. SERIES FORM TWO

(ALL TOPICS IN FORM ONE AND ONLY TWO TOPICS IN FORM TWO)

2. FORM FOUR

(ALL TOPICS IN FORM ONE, FORM TWO, FORM THREE AND ONLY TWO TOPICS IN FORM FOUR)

ADA : FORM TWO 11,000 MUHULA MZIMA

: FORM FOUR 16,000 MUHULA MZIMA

DEADLINE : MWISHO WA MALIPO NI TAREHE 15 MARCH 2024

**NB : ADA ZA MALIPO YA MUHULA HUPANDA KILA DEADLINE
 INAPOVUKA HIVYO LIPIA MAPEMA KUEPUKA GHARAMA KUBWA
 BAADAE**

MALIPO : 5595220 LIPA NAMBA VODA JINA U.B.N ACADEMIC CENTRE

FOR MORE INFO

CALL US : 0624 254 757

MUHIMU

**RATIBA YA SERIES YA MWEZI WA TATU NA WA NNE
 ITATUMWA KWENYE GROUP ZA SERIES**