THE UNITED REPUBLIC OF TANZANIA NATIONAL EXAMINATIONS COUNCIL OF TANZANIA FORM TWO NATIONAL ASSESSMENT

061

COMMERCE

Time: 2:30 Hours

Year: 2022

Instructions

- 1. This paper consists of sections A, B and C with a total of ten (10) questions.
- 2. Answer all questions.
- 3. Section A and C carry fifteen (15) marks each and section B carries seventy (70) marks.
- 4. All answers must be written in the spaces provided.
- 5. All communication devices, calculators and any unauthorized materials are **not** allowed in the assessment room.
- 6. Write your Assessment Number at the top right corner of every page.

FOR ASSESSORS' USE ONLY			
QUESTION NUMBER	SCORE	ASSESSOR'S INITIALS	
1			
2			
3			
4			
5			
6			
7			
. 8			
9			
10			
TOTAL			
CHECKER'S INIT	TIALS		



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SECTION A (15 Marks)

Answer all questions.

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20	22070.007			4,2 %				its latter in the
١.	For	each o	of the items (i) $-$ (x), c	noose the	correct	answer from the	given alternatives and write	its letter in the
	box	provi	fed.				. 9719	
	(i)	M	tokambali from Katavi	region is	a trade	who deals with	buying beans in bulk from di	ifferent regions
	3.5	in	Tanzania and sells	them in I	Catavi	The type of tra	ade conducted by Mtokam	bali is mainly
		ca	tegorized as:	incin in i	kata v I.	The type of an		
		I	.754		В	home trade		
		C				import trade		
	(ii)	Th	ne following are the fea				cept	
		A the curve slope downward from left to right.						
		В						
		C						
		D	the curve shows the	it at higher	price l	larger quantities a	are demanded.	
	100000000	10 <u>100</u> 100	and the second s	on walk				
	(iii)	Co	nsumers at Kariakoo n	arket buy	more o	of tea when the p	orice of coffee rises. These g	oods fall under
			ich class of goods fron	the follo	wing?			
		Α			В		₹	
	8 8	C	Normal goods		D	Substitute god	ods	
,		3371			2 65			
(iv)						ler in the chain of distributio	n?
		A	Advertise his produc	t	В			
	-	C	Transport goods		D	Provide credit	facilities to retailers	
1-				a		4 6 <u>21 939</u> 8		
(v	v)	An accountant of Kisauti Company is preparing financial statements annually. In which type of labour						
			he accountant be place	d?	_			
		A	Semi trained labour		В			
		С	Unskilled labour		D	Manual labour		
		TC1						
(v	1)		process of giving a pa	rticular sy			lled	
		A	pre-weighing		В			
		C	branding		D	branding nan	ne	
		2.2						
(vi	11)	Man	gi is a trader who bu	ys goods	at Tsh	s. 24,000/= and	sells them at Tshs.30,000	/=. What is his
		mark	-up percentage?					
		Α	20%	В	25 1/	2 %		
		C	25%	D	8%			
(vi	ii)	In wh	nich category of indust	ry do the	proces	s of converting	cotton into clothes done?	
		Α	Manufacturing	В		tructive	rough into cionics done:	
		\mathbf{C}	Extractive	D		t services		
			0.009,000,000,000,000,000,000,000,000,00		Direc	. JOI VICOS		

		Sti	ident's As	યુનક ામિક ્ષણ	Number	
One of y degree co	you have been to observe tractive person casantness your classmattourse. What acave long worket financial re	n exposed to from them to nality es told you dvantages do ting hours wards	to a group of o justify thei B Produ D Hard that, she place you think s B D	successful e r success? ct knowledge working an to be self he will enjoy To manage	employed so for being sel business risks	oon after graduating her firs
the descrip	of the correct	ous types of	goods in Listle low the item	at A with the number in the	correspondin le table provi	ded.
Goods v Goods t Goods v	whose demand whose demand that are scarce which are prod	List And decreases wand yield unduced to assis	when the priciplication to an instance of the state of th	ncrease in ones in crease.	consumer's	List B A Capital goods B Perishable goods C Economic goods D Fragile goods E Inferior goods F Intermediates goods G Luxury goods
	(i)	(ii)	(iii)	(iv)	(v)	
List B						Tes
		Answer	all question			
	you expend A At C Plot One of y degree of A To h C To go the the descriping the letter Goods with G	you expect to observe A Attractive person C Pleasantness One of your classmate degree course. What as A To have long work C To get financial recent the descriptions of various the letter of the correct O Goods whose demand Goods whose demand Goods that are scarce Goods which are produced Goods which have shown that the following concerning the following concerning the letter of the correct o	Suppose you have been exposed to you expect to observe from them to A Attractive personality. Pleasantness One of your classmates told you degree course: What advantages do A To have long working hours. To get financial rewards. The descriptions of various types of the letter of the correct response beginning the letter of the correc	Suppose you have been exposed to a group of you expect to observe from them to justify their A Attractive personality B Production of Pleasantness D Hard of Pleasantness D Hard of Pleasantness D Hard of A To have long working hours B C To get financial rewards D Hard of the descriptions of various types of goods in List A Goods whose demand decreases with an income. List A Goods whose demand increases when the price Goods that are scarce and yield utility to an income. Goods which are produced to assists production Goods which have short life span in nature. SECTION B (70 Answer all question)	Suppose you have been exposed to a group of successful e you expect to observe from them to justify their success? A Attractive personality B Product knowledge C Pleasantness D Hard working D To create so D Hard working D To create so D To create so D To create so D Hard Working D To create so D To creat	Suppose you have been exposed to a group of successful entrepreneurs; you expect to observe from them to justify their success? A Attractive personality B Product knowledge C Pleasantness D Hard working Hard working D Hard working of the degree course. What advantages do you think she will enjoy for being self A To have long working hours B To manage business risk C To get financial rewards D To create social relations the descriptions of various types of goods in List A with the corresponding the letter of the correct response below the item number in the table providing the letter of the correct response with an increase in consumer's income. Goods whose demand decreases with an increase in consumer's income. Goods whose demand increases when the prices increase. Goods which are produced to assists production of other goods. Goods which have short life span in nature. SECTION B (70 Marks) Answer all questions.

	Student's Assessments Number
(b)	Demand curve and supply curve.
(c)	Change in demand and change in quantity demanded.
	* Little Control for the International Section 1997 (Section 1997)
i)	Change in supply and change in quantity supplied.
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		12du	Mutent 5 Assessments Trumbel
	(a)	Joint demand and joint	cumly
	(e)	Joint demand and Joint	suppry.
			······································
4.			"production of various goods and services is important to importance of production to individuals to justify this statement.
	(i)		

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Student's Assessments Number.....

(ii)	

(:::)	
(iii)	
	•••••••••••••••••

	······································
(iv)	

(v)	
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	Student's Assessments Number
	Juma is planning to transport vegetables from Morogoro to Dar es Salaam using either road or way transport. He invited you to advise him on the type of transport so that, he can make decision is plan. By giving five advantages, convince him to use road rather than railway transport.
(i)	
(-)	
(ii)	
()	
(iii)	
(iv)	
(,,)	
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	Student's Assessments Number
	The Conference of the Conferen
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()	A SECOND PROCESSOR OF THE SECO
6. As	sume your name have been short listed for an interview to work with Wajasiriamali Company. How
wo	sume your name have been short listed for all interview to work and all states and all states and all states are uld you explain the following entrepreneurship concepts to the interview panelist?
(a)	Entrepreneurship
(b)	Self-employment
(0)	Sen-employment

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	· ber	Student's Assessments Number
(0) Entrepreneurial skills	
		••••••

(d)	Motivation	

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Student's Assessments Number..... Employment (c) 7. Describe five features which differentiate successful entrepreneurs from unsuccessful entrepreneurs. (i) (ii)

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	radio Student's Assassments Number
(i	i)

(iv)	
(v)	
	* The state of the
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		Student's Asse	
		fr yb	1600.00 1,3 83.55
			,000
8.	Brie (a)	fly explain the following concepts in relation to comme Transportation	erce:
	(b)	Terminal	
	(c)	Air way bill	
			•••••
			••••
	(4)	W	
	(d)	Ways	
	(e)	Charter party	
	*		
			•••••

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- 9. The business of Mr. Pesa showed the following information as on 31st December 2020. Stock at start Tshs 42,000/-, Sales Shs. 140,000/-, Purchases Tshs. 78,000/= and stock at 31st Dec. 2020 was Tshs 20,000/=. Use the information provided to calculate:
 - (a) Average stock

(b) Cost of sales

(c) Gross profit

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(d) Rate of stock turn over tractes

(e) Gross profit margin percentage

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SECTION C (15 Marks)

Answer question ten (10).

10. Mwenyeji is a business man who deals with buying and selling of wheat flour. He buys his stock in bulk from Azam industry in Dar es Salaam and sells the product to different retailers in Mbeya region. In five points, explain how Mwenyeji facilitates Azam industry in its daily business activities.
•••••••••••••••••••••••••••••••••••••••
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