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

061

COMMERCE

Time: 2:30 Hours

Friday, 15th November 2019 p.m.

Instructions

- This paper consists of sections A, B and C with a total of seven (7) questions.
- Answer all questions.
- 3. All answers must be written in the spaces provided.
- 4. All writing must be written in blue or black ink.
- All communication devices, calculators and any unauthorised materials are not allowed in the examination room.
- 6. Write your Examination Number at the top right corner of every page.

FOR	EXAMINERS' U	USE ONLY
QUESTION NUMBER	SCORE	EXAMINERS' INITIALS
1		
2		
3		
4		
5		
6		
7		
TOTAL		
CHECKER'S INITIAL	.S	



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SECTION A (30 Marks)

Answer all questions in this section.

1.	For ea	ach of rovide	the following i d.	tems (i)	– (x), ch	ioose t	he correct answer and write its letter in	the		
	(i)	What will be the order point of Mr. Cassel if his daily sales is 500 bags of sugar, the								
		delivery time being 15 days and minimum stock of 200 bags?								
		Α	7,700 bags				3,300 bags	_		
		С	3,500 bags				4,500 bags			
	(ii)	The process through the customer exchange information with the shop keeper about the								
		availability of rice in his shop is expressed as								
		A	transaction.	0.000			advertising.			
		C	communicati	on.			retailing.	34		
	(iii)	Wh	y is it necessary	to use de	mand so	hedul	e in drawing a demand curve?			
		Α	It shows the	quantity (demande	onedun A	e ill drawing a demand curve?			
		В	It shows the				man da d			
		C	It shows the	nrice and	auantit	dome	nanded.			
		D	and quantity demanded.							
								70		
	(iv)	an engeliant in an engepteneursnin/								
		Α	It creates environment for carrier development							
			It creates competition among the entrepreneurship							
It creates the working spirits to experts.										
		D	It helps to ov	ercome t	he busin	ess ch	allenges.	_		
	(v)	In w	hich category d	loes Mad	am Mas	henge	be grouped if she produced green vegetab	alas		
		in la	age quantity at	nd sells t	them in	bulk t	o retailers who will then sell them to fi	inal		
		Α	Wholesaler		В	Reta	iler			
		C	Customer		D		ucer			
	(vi)	The	main elements	of comm	erce con	nprises	of			
		Α	home trade a				wholesale and retail trade.			
		C	trade and aid			D	import trade and export trade.	3		
	(vii)	Whic	h of the follow	ing unite	of carri	age in	froncoart is most suit 11			
		Which of the following units of carriage in transport is most suitable in carrying delicated and perishable goods over a long distance?								
		A	Ships	B	Train					

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viii)		l stations which sell p ples of	etrol and die	sel obtained from the same prod	ucer are the			
	A	tied shops.	В	departmental stores.				
	C	single shops.	D	mobile shops.				
(ix)	The following are benefits of self-employment to an entrepreneur except							
	Α	A Ability to generate extra income.						
	В	B Sharing decision and business ideas with the boss.						
	C	Ability to make his/	her own decis	ions.				
	D	Becoming boss of h	is/her own bu	siness.				
(x)	Mr. Makiku is a large scale local rice producer who invested a capital of Tsh. 3 million in production. What reward is he deserve as a return of his capital?							
	Α	Rent	В	Salary				
	C	Profit	D	Interest				

2. Match the meaning of the production terminologies in List A with the relevant terminology in List B by writing the letter of the correct terminology below the corresponding item number in the table provided.

D

Interest

	List A		List B
(i)	A level of production which is concerned with	Α	Production
	getting the raw materials provided by nature out of the land.	В	Factors of production
(::\		C	Secondary production
(11)	The activity aimed at bringing a physical change in goods and services to satisfy human needs and wants.	D	Indirect production
		E	Direct production
(iii)	A level of production which deal with distribution of already manufactured goods without changing their forms.	F	Tertiary production
125		G	Primary production
(iv)	The production inputs, which are necessary for production to take place.		
(v)	A level of production which uses raw materials produced to produce other goods that will satisfy human needs.		

Answer

List A	(i)	(ii)	(iii)	(iv)	(v)
List B					

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3. (a)	For each of the following statements (i) $-(x)$, write True if the statement is correct or False if the statement is not correct in the space provided.						
	(i)	Air transport is most suitable for transporting Tanzanite minerals from Arusha to Dar es Salaam.					
	(ii)	Some of the entrepreneurs exit from the market as an outcome of improper planning.					
	(iii)	Warehousing increases the quality of some goods such as alcohol if stored over long time					
	(iv)	Mr. Biashara is a wholesaler because he bought 100 bags of cement from Cement Industry for construction of his house.					
	(v)	Economics deals with allocation of scarce resources to satisfy human needs and wants.					
	(vi)	The presentation of quantity supplied in relation to price in graph presents supply schedule.					
	(vii)	The success of entrepreneurial business is an external motivation to an entrepreneur.					
	(viii)	Low establishment cost is one of the factors that cause an increase in number of road side sellers in Tanzania.					
	(ix)	Tanzania use pipe line mode of transport in transporting gas from Mtwara to Dar es Salaam.					
	(x)	The rate of stock turn helps the business owner to determine the value of gross profit in a given period.					
(b)	Complete the following sentences by filling in the blanks with the correct word(s).						
	(i)	Under which factor of production the machine bought for production purpose is categorized?					
	(ii)	The wholesaler's function which involves bulk buying and promptly payment to manufacturer is called					
	(iii)	The process of keeping goods or raw materials for future use in the warehouse is referred to as					
	(iv)	A person who initiate the business idea is called					

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(v) The demand for the commodities that are used together such as cars and fuel is grouped as
SECTION B (30 Marks)
Answer all questions in this section.
4. (a) What is transportation? Give one example of transportation at your surroundings.
(b) With examples, briefly explain four elements of transports.
(i)
(ii)

(iii)

(iv)

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5.	Desc	cribe five functions of an entrepreneur.
	(i)	
		••••••
		•••••••••••••••••••••••••••••••••••••••
		······································
	(ii)	
	(11)	**************************************
		······································
		•••••••••••••••••••••••••••••••••••••••
	(iii)	
	(iv)	

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(v)	
(.,	
	SECTION C (40 Marks)
	Answer all questions in this section.
6. (a)	Describe the term channel of distribution and draw a diagram to show the middlemen involved in the channel of distribution of manufactured goods.

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Candidate's Examination Number (b) Explain four forms of channel of distribution of manufactured goods. (i) (ii) (iii) (iv)

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7.	Explain four advantages and two disadvantages of warehousing.

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