

**THE UNITED REPUBLIC OF TANZANIA
NATIONAL EXAMINATIONS COUNCIL OF TANZANIA
ADVANCED CERTIFICATE OF SECONDARY EDUCATION
EXAMINATION**

152/1

COMMERCE 1

(For Both School and Private Candidates)

Time: 3 Hours

Year: 2022

Instructions

1. This paper consists of **seven (7)** questions.
2. Answer **five (5)** questions. Question **one (1)** is compulsory.
3. Each question carries **twenty (20)** marks.
4. Communication devices and any unauthorised materials are **not** allowed in the examination room.
5. Write your **Examination Number** on every page of your answer booklet(s).



Answer **five (5)** questions. Question **one (1)** is compulsory.

1. The commercial club at your school arranged a debate with the motion, "Commerce and trade are the same." In six points, oppose the motion.
2. Mr. Biashara is a wholesaler carrying out his business in Mwanza region in Tanzania and he needs to be conversant with the types of e-commerce before engaged in it. Clarify to him six types of e-commerce according to the parties involved in the transactions.
3. The performance of the banking industry was observed to be high soon after privatisation but currently, its performance is deteriorating. In six points, explain why the banking industry in Tanzania is deteriorating.
4. In four points convince Mrs. Kazi who is an importer of second hand clothes on how she will benefit from the use of a bonded warehouse in her business and in two points, tell her how the government benefits from her goods passing through the bonded warehouse.
5. An actuary of one of the insurance companies received a proposal form from a customer who required to know the amount of premium to be paid. Assess six factors to guide the actuary in determining the premium to be paid.
6. Describe six common transport documents issued by transport companies to the customers or agents when transporting the goods through different modes of transport.
7. Three family members established a maize milling industry with 50 employees. Six months later, they decided to employ more labourers. One of the members suggested to assess the efficiency of the existing labourers before employing new ones. In six points, analyse the important factors that they should consider when making an assessment before making final decisions.

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152/2

COMMERCE 2

(For Both School and Private Candidates)

Time: 3 Hours

Year: 2022

Instructions

1. This paper consists of **seven (7)** questions.
2. Answer **five (5)** questions. Question **one (1)** is compulsory.
3. Each question carries **twenty (20)** marks.
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Answer **five (5)** questions. Question **one (1)** is compulsory.

1. Chapa and Kazi are sole traders who want to join their resources to form a partnership. In six points, assist Chapa and Kazi to differentiate the two forms of business units before implementing their decision.
2. Suppose you are invited by the chairperson of Makushika village to educate the villagers about market classification. Explain to the villagers the classification of markets on the basis of the position of sellers, the volume of business transacted and the nature of transactions by giving example in each.
3. Mr. Kipimo is a buyer and Ms Kiwango is a seller and they entered into a contract of sale. They agreed that the seller will be paid after goods being delivered to the buyer. The buyer received the goods from the seller but refused to pay for the goods. In five points, justify Ms Kiwango's rights in the defaulted contract.
4. The free trade policy practice is really harming the economic development in developing countries like Tanzania therefore, it should be discouraged. Use six points to validate this statement.
5. Mnazi Enterprises does not classify its documents when keeping its records for reference purposes in the files. As a result, the customers have been complaining on the delays in getting responses to their inquiries. In six points, suggest alternative filing classification systems that Mnazi Enterprises can adopt to solve the observed problem.
6. Tanzania Trade Development Authority (TAN TRADE) is an important intermediary involved in export trade as it provides support to exporters. With reference to the roles played by Tan Trade, show how it assists exporters in the country. Give six points.
7. Suppose you have been employed by an export company and you are provided with an empty bill of lading to be filled for exporting the goods from Tanzania to the customer who is in Kenya, explain all necessary particulars that you will fill in to make a bill of lading complete.