

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

152/1

COMMERCE 1

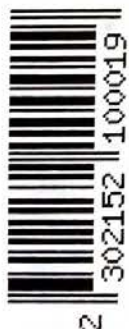
(For Both School and Private Candidates)

Time: 3 Hours

Year: 2023

Instructions

1. This paper consists of **seven (7)** questions.
2. Answer **five (5)** questions including question **one (1)**.
3. Each question carries **twenty (20)** marks.
4. All writing must be in **blue** or **black** ink **except** drawing which must be in pencil.
5. Communication devices and any unauthorised materials are **not** allowed in the examination room.
6. Write your **Examination Number** on every page of your answer booklet(s).



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

1. Mr. Patel owns a small scale industry and he is planning to hire a salesmanship to support him in advertising and selling his products. Suggest six appropriate qualities that would guide him to get the right salesman.
2. Ms. Mkutano from Uvinza Tanzania buys goods from various suppliers within and outside the country and sells them at profit. In six points, justify that the activity performed by Ms. Mkutano is referred to as trade.
3. Lucy wants to insure her house worth 40 million against fire. However, she is not aware on the procedures of obtaining fire insurance policy. Assist her by describing the procedures that she should follow to acquire the policy.
4. "Shrinkage is among the source of retailer's loss resulting from dishonest practices." Suggest six measures a retailer can take for shrinkage minimization.
5. "Production is an essential activity for survival of individuals and the nation." Justify this statement by giving six reasons.
6. How is the Bank of Tanzania (B.o.T) regulates the economy of the country during inflation? Explain by giving six points.
7. "In business communication, the message is said to be effective when the receiver understands the same meaning that the sender was intended to convey". Validate this statement using the criteria for effective message. Limit your answer in six points.

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152/2

COMMERCE 2

(For Both School and Private Candidates)

Time: 3 Hours

Year: 2023

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. All writing must be in **blue** or **black** ink **except** drawing which must be in pencil.
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Answer **five (5)** questions. Question **one (1)** is compulsory.

1. Examine the role of the tools used in protectionism policy in protecting local industries from the danger of imported goods to the country. Limit your answer in six points.
2. Mapambano a tobacco seller and Maendeleo a buyer want to enter into contract of sales of goods. However, they do not know either "to sale" or "agree to sell". In six points, assist them to understand the difference between the two options so as to make the right option before entering into contract.
3. The Tanzanian government should not be involved in trade because trade is only for citizens and non-citizens and not for the government. Use six points to criticize this statement.
4. "Marketing has a crucial role in respect to the development of the developing nations like Tanzania." In six points, justify this statement.
5. Tanzania Ports Authority (TPA) assists importers and exporters in numerous ways. Suggest six roles played by TPA to assist importers in importation of goods.
6. Suppose the Kwetu Public company Limited is planning to invest in long term projects, analyse the financing methods that the company can use to raise fund for its long term project.
7. Some Tanzanian citizens blamed the government for exporting minerals like Gold, Tanzanite and Diamond to other countries. In three points, convince the citizens that what the government is doing is right by providing three disadvantages that the country can get from being engaged in such kind of trade.