

PRESIDENT'S OFFICE
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT
UKEREWE DISTRICT COUNCIL



FORM TWO MOCK EXAMINATION

061

COMMERCE

TIME 2:30 HRS

Year 2025

INSTRUCTIONS

1. This paper consists of three sections A, B and C with a total of ten (10) questions.
2. Answer all questions in section A, B and C
3. Section A carries fifteen (15) marks, section B carries seventy (70) marks and section C carries fifteen (15) marks.
4. Budget your time wisely.

SECTION A (15 Marks)

Answer all questions in this section

1. For each of the following items (i)-(x) write the letter of the correct answer in the box provided.
 - i. Which one is the important role played by a wholesaler in the chain of distribution?
 - A. Advertise his products
 - B. Breaking the bulk
 - C. Transport goods
 - D. Provide credit facilities to retailers
 - ii. The process of giving a particular symbol to a product is called
 - A. Pre-weighing
 - B. Branding
 - C. Packaging
 - D. Branding name
 - iii. In which category of industry do the process of converting cotton into clothes done?
 - A. Manufacturing
 - B. Constructive
 - C. Constructive
 - D. Direct services
 - iv. Given that daily sales = 20 tins of NIDO milk, delivery time = 5days, minimum stock = 100 tins, it is order point is;
 - A. 200
 - B. 150
 - C. 100
 - D. 180
 - v. Supermarkets re different from other large scale retail business because of;
 - A. Selling one type of goods
 - B. Selling only to registered members
 - C. Self services
 - D. Extending credit facilities to consumer
 - vi. Mama Samweli from Morogoro region is a trader who deals with buying beans in bulk from different regions in Tanzania and sells in Katavi. The type of trade conducted by Mama Samwel is categorized as:
 - A. Retail trade
 - B. Home trade
 - C. Foreign trade
 - D. Import trade
 - vii. Mr. Malingumu has a shop which sells products from SNKO LTD CO only, what type of retail shop is owned by Mr. Malingumu?
 - A. Single shop
 - B. SYNKO RETAIL SHOP
 - C. Tied shop
 - D. Malingumu single shop
 - viii.removes hindrances of time and created time utility.
 - A. Insurance
 - B. Warehousing
 - C. Advertising
 - D. Transportation
 - ix. The primary function of an entrepreneur
 - A. Manage the production process
 - B. Rewarding all other factors of production
 - C. Marketing the produced product
 - D. Bearing all the business risks and uncertainty
 - x. Facilities which are used to produce goods and services to satisfy human wants are called;
 - A. Uneconomic resources
 - B. Unlimited resources
 - C. Economic resources
 - D. Limited resources

ANSWERS

I	li	iii	Iv	V	vi	Vii	viii	ix	X

2. Match the advantages of the modes of transport in Column A with the corresponding mode in Column B by writing the letter of the correct response beside the item number in the box provided.

COLUMN A		COLUMN B
i.	Identical shops located in different places owned by one person selling identical goods.	A. Deferred payment agreement
ii.	Large building divided into many shops which sell goods of the same class under one ownership and management.	B. Installment system
iii.	Large self service shop which sells households goods	C. Credit sells system
iv.	Credit sell agreement but goods become the property of the buyer soon after first installment and down payment being paid.	D. Departmental stores
v.	A credit sell agreement but goods remain the property of the seller till the last installment is paid.	E. Hire purchase agreement
		F. Chain stores
		G. Supermarket

ANSWERS

LIST A	I	ii	iii	iv	v
LIST B					

SECTION B (70 Marks)

Answer **all** questions

3. Your friend of for four plans to start her business after completing her studies. She wants you to explain to her different challenges facing entrepreneurs in Tanzania. Explain five (5) challenges to her.

- i.
-
-
- ii.
-
-
- iii.
-
-

- iv.
-
-
- v.
-
-

4. Just like a patient who use oxygen since cannot use his lungs to breath because they are destroyed, trade cannot go smoothly without factors. Briefly explain five (5) factors for running smooth of trade.

- i.
-
- ii.
-
-
- iii.
-
-
- iv.
-
-

5. Samanta has just completed his degree from the University of Dodoma. Despite many companies call to work with him, he insisted on having his own barber shop. Briefly explain five (5) benefits of his decision.

- i.
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- ii.
-
-
- iii.
-
-
- iv.
-
-
- v.
-
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6. Mopao wishes to start a business of selling goods to the final consumers in his local area. He approaches you to explain attributes he is supposed to possess for him to become a successful retailer. Briefly explain five (5) attributes.

- i.
-
-
- ii.
-
-

- iii.
- iv.
- v.

7. Salim owns a warehouse and he came to you to ask on how he can manage his warehouse properly. Briefly explain to him five (5) ways of managing a warehouse properly.

- i.
- ii.
- iii.
- iv.
- v.

8. There is an argument that 'production of various goods and services is important to individuals and a nation.' Briefly explain five importance of production to justify this statement.

- i.
- ii.
- iii.
- iv.
- v.

9. Assume you are invited to nearby school to explain about the development of commerce, what will be included in your explanations? (5 points)

- i.
- ii.
- iii.
- iv.
- v.

SECTION C (15 Marks)

Answer this question

10. The manager of Karagwe COOPERATIVE Society was against members suggested to build their warehouse with the point that it would add unnecessary cost to the society. With six (6) reasons, argue against the manager.

[illegible]

[illegible]

