

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



DISTRICT FORM FOUR MOCK EXAMINATION

CODE: 061

COMMERCE

TIME: 3:00 HOURS

Thursday, 03/04/2025

INSTRUCTIONS

- i. This paper consists of section A, B and C with total of eleven (11) questions
- ii. Answer all questions in section A and B and only two questions from section C
- iii. Section A carries **sixteen (16) marks**, section B carries **fifty four (54) marks** and section C carries **thirty (30) marks**
- iv. Programmable calculators, cellular phone and any unauthorized materials are not allowed in the examination room
- v. Write your **NAME** on every page of your answer sheet(s)

Section A (16 Marks)

Answer all questions in this section

1. Careful read the following questions, then choose the correct answer from the alternative given and write its letter on the space provided.
 - i. The study of commerce can help you to get knowledge on the following areas, except?
A) The study of home trade and foreign trade
B) The study of auxiliary service
C) The study of how trade and aids to trade could be organized so as to satisfy the needs of consumer ()
D) The study of how goods flows from the producer until they reach the final consumers
E) The study of mining and agriculture { }
 - ii. Any activity which involves transformation of state of raw materials in finished goods can be classified as? ()
A) Production **B)** Trade **C)** Business **D)** Economics **E)** Manufacturing industries
 - iii. Means ability of products to satisfy human wants? ()
A) Goods and services **B)** Utility **C)** Products **D)** Money **E)** Production
 - iv. What is the correct term of insurance to be used when an insurer decide to spread part of the risks of high valuable items insured to other insurers? ()
A) Double insurance **B)** Re- insurance **C)** Co - insurance
D) Under - insurance **E)** Over - insurance
 - v. A kind of home trade which deals with buying of goods in large quantity from the wholesaler and selling them in small quantity to the final consumers is called? ()
A. Home trade **B.** Wholesale trade **C.** Retail trade **D.** Foreign trade **E.** Import trade
 - vi. The nature of entrepreneurship is? ()
A) Risk taking **B)** Risk taker **C)** Creativity **D)** Innovation **E)** Confidence
 - vii. Which of the following qualities of a good money signifies that, a good money should be easy to carry ()
A) Portability **B)** Malleability **C)** Durability
D) Divisibility **E)** Difficult to make a fake copy
 - viii. Which one among the following represent a physical and mental efforts of a human being applied in production of goods? ()
A) Land **B)** Labour **C)** Power **D)** Entrepreneurship **E)** Economy
 - ix. The process of fixing price of goods and service at which it will be sold is called? ()
A) Price **B)** Inflation **C)** Pricing **D)** Marketing **D)** Promotion **E)** Business
 - x. Warehouses which are owned by individual and it's not free to anyone wishing to hire them for a certain charge is called? ()
A) Bonded warehouse **B)** Private warehouse **C)** Public warehouse
D) Wholesaler warehouse **E)** Retailer warehouse

2. For each of item (i-v) match the description of item in list A with their corresponding names in list B by writing the letter of the correct response beside its item number

List A		List B
i)	The movement along the demand curve due to a conversion in price	A. Competitive demand
ii)	The list which shows the amount of commodity that is demanded at various prices by the consumer	B. Demand curve
iii)	Demand for one commodity that has many uses	C. Composite demand
iv)	Demand for two or more goods which serve the same purposes	D. Change in quantity demanded
v)	Demand for a commodity due to an increase in the demand for other commodity	E. Derived demand
vi)	Demand of goods which are being used together	F. Change in demand
		G. Complementary demand
		H. Demand schedule

SECTION B (54 Marks)

Answer all questions in this section

3. Differentiate between the following terms ((9 Marks))
- Articles of association and Memorandum of association (2 Marks)
 - Insurable risk and Uninsurable risk (2 Marks)
 - Human wants and Human needs (1 Marks)
 - PAYE and VAT (2 Marks)
 - Bonded warehouse and public warehouse (2 Marks)
4. a) Describe the functions of Tanzania Revenue Authority (TRA)
- b) Briefly explain five principles of taxation that guide tax authority in collection of tax (9 Marks)
5. a) Define the term Business (2 Marks)
- b) Kutanya has just completed his Engineering Bachelor Degree, but since he couldn't find any job, he wishes to be a businessman. Now since you have business knowledge helps him to understand business registration procedure applicable in Tanzania by naming them (7 Marks)
6. a) Differentiate the following as used in foreign trade
- Export trade and import trade(02Marks)
 - Balance of trade from balance of payment(02Marks)

- b) Why is it important for a country to involve in international trade? Give five reasons. **(5Marks)**
7. Effective business communication is the key for a business to grow and do extremely well in its operations. Justify this statement by briefly explaining any four points **(9Marks)**
8. a) Give the meaning of “BOT” **(3 Marks)**
- b) Wema and Grace were form four students, after session Wema asked for help from Grace about major differences between **NMB – Bank** and **BOT**, but Grace couldn’t help her at all. Now briefly explain to them about their concern (provide any three points) **(6 Marks)**

Section C (30 Marks)

Answer only two questions from this section

9. Miss Giana has been employed for more than five years since 2015 as an Accountant at Dodoma Referral Hospital, but during 2021 she decided to quit her job and start her own business venture as an entrepreneur. Explain any five reasons why Miss Giana decided to give up her job and become an entrepreneur **(15 Marks)**
10. Recently we have observed persistence increase in prices of cooking oil in our country which leads to its fall in demand. As business expert explain any other five factors affecting demand of cooking oil in Tanzania. **(15 Marks)**
11. In six points .explain the advantages of indirect tax in a country like Tanzania **(15 Marks)**

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