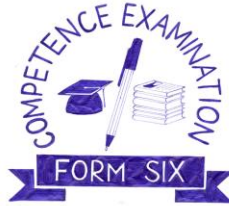


THE PRESIDENT'S OFFICE
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT
FORM SIX COMPETENCE EXAMINATIONS (FOSCE) - 2025



CODE: 152/1

COMMERCE 1

TIME: 3:00 HOURS

21ST FEBRUARY 2025, AM

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.
5. Communication devices are not allowed in the examination room.
6. Write examination number on every page of your answer booklet(s).

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

1. Faraja insured her car worth TZS 80,000,000 and paid the insurance company the premium less by TZS 800,000. The car got an accident and she was supposed to be paid TZS 77,000,000 as cover for the loss incurred. Basing on the deductible principle, what is the actual amount that she will receive from the insurance company? In six points why did she received that amount?
2. As a trader, you often buy goods and services inside and outside the country. Whenever goods are bought, there are specific documents for transporting such goods. With relevant examples, suggest six benefits of such associated documents for transporting goods that you can purchase from abroad.
3. Kimaro's restaurant business is proving to be a great success. His strategy of charging very low prices and locating in low income areas of town is starting to bring rewards. Starting with small premises 12 years ago, Kimaro has opened other three restaurants. Suggest six attributes of a successful Kimaro's business.
4. Mail order business is one among the large scale retailers in which goods are bought or sold through the post office. Explain six features of commodities that can be sold through this kind of business.
5. The Dar es Salaam Stock Exchange offers both shares and bonds, but most individuals prefer investing in shares over bonds. Provide six reasons why shares are generally preferred over bonds.
6. Mr. Simba, the owner of West Point Supermarket, wants to advertise his business but is unsure whether to use the services of an advertising agency. As an expert, provide six reasons why he should consider hiring an advertising agency.
7. "Financial institutions are the backbone of commerce and industry." In six points discuss how financial institutions facilitate commerce and industry growth in Tanzania.