

**THE UNITED REPUBLIC OF TANZANIA
PRESIDENT'S OFFICE,
REGIONAL ADMINISTRATION AND LOCAL GOVERNMENT
NJOMBE REGION**



FORM SIX PRE – NATIONAL EXAMINATION

CODE: 152/1

COMMERCE 1

(For Both School and Private Candidates)

TIME: 03: 00 HOURS

MONDAY, 11TH March 2024 P.M

INSTRUCTIONS

- This paper consists of **seven (7)** questions.
- Answer **five (5)** questions. Question **One (1)** is compulsory.
- Arrange your work properly and be precise and neat.
- Each question carries **twenty (20)** marks.

1. Mr. Lugono wants to insure her house worth 30 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.
2. Invoice and proforma invoice may look the same but they differ in their functioning. Use six points to show the differences between them.
3. Currently in Tanzania the stock and shares are traded in Dar es salaam stock exchange (DSE) which was established in 1998 as a legal entity. In six (6) points, explain how Dar es Salaam stock exchange (DSE) is involved in the development of Tanzania economy.
4. Enumerate the extent to which mobile money system is detrimental to the operation of money transactions business.
5. Mr. Kigosi is a new producer and he is in need of advertising his product but he is not aware which advertising media to use. Help him by providing to him six (6) factors in the process of making decisions.
6. Labour is regarded to be among the very crucial factor of production in many sectors of production. With six (6) points, identify the factors affecting labour efficiency and productivity.
7. The basic function of warehouses are to preserve goods in large quantities and to protect them from weather elements so that they are not spoiled. Explain other six functions of warehousing.