

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



**FORM ONE EXAMINATION  
BUSINESS STUDY**

**Time 2:30 Hours**

**Year 2025**

**INSTRUCTIONS**

- This paper consist of sections **A,B** and **C**
- Answer all questions in section **A, B** and **C**
- All writing must be in blue or black ink
- All answers must be written in the spaces provided.
- Cellular phones are not allowed in the examination room
- Write your Examination Number at the top right corner of every page

**INSTRUCTIONS**

1. This paper consists of Section A, B and C with a total of **ten (10)** questions
2. Answer Questions from all questions.
3. Section A and C carries **fifteen (15)** marks each, while section B carries **seventy (70)** marks

**SECTION A (15 Marks)**

1. For each of the items (i) -(x), choose the correct answer from among the given alternatives and write its letter in the box provided.
  - i) Education provided by teachers, healthcare from doctors, and banking services offered by financial institutions are good examples of:
    - A. Economic goods
    - B. Free goods
    - C. Opportunity cost
    - D. Service
  - ii) A student writes a business advertisement to attract customers to a new shop in town. The advertisement is written in both English and Kiswahili to reach more people. What skill is the student applying?
    - A. Science knowledge
    - B. Drawing and design
    - C. Translation and communication skills
    - D. Cooking skills
  - iii) Which of the following characteristic is demonstrated when an entrepreneur adjusts their business to meet new market demands?
    - A. Patience
    - B. Flexibility
    - C. Greed
    - D. Laziness
  - iv) Hamza introduced a mobile payment system in his small retail shop before anyone else in his area, making transactions faster and safer. Which characteristic is Hamza showing?
    - A. Flexibility
    - B. Curiosity
    - C. Innovativeness
    - D. Commitment
  - v) Jane has TZS 10,000. She can either buy a textbook for school or a ticket to a music concert. She chooses to buy the textbook. What is the opportunity cost in Jane's decision?
    - A. The concert she missed
    - B. The value of the textbook in the future
    - C. The textbook she bought
    - D. The money she spent
  - vi) Alphonse, a shopkeeper does not understand how Business Studies and Mathematics work together to help him in doing business? What could be the relationship between the two subjects in helping him?

- A. Business Studies teaches the shopkeeper about customer service
- B. Mathematics helps the shopkeeper calculate sales, profit, and costs in business
- C. Mathematics teaches the shopkeeper how to sell products
- D. Business Studies helps the shopkeeper decide what to sell

vii) Joseph left his well-paying government job to start a fish-farming business despite uncertain profits.

This decision is best explained by which theory?

- A. Innovation Theory
- B. Risk-Bearing Theory
- C. Need Achievement Theory
- D. Status Withdrawal Theory

viii) Which of the following scenarios best represents the concept of entrepreneurship?

- A. A student memorizing business terms
- B. A teacher lecturing about entrepreneurship
- C. A young man who starts and runs a mobile car wash service
- D. A customer buying products from a shop

ix) Neema borrowed money and started a cosmetics shop, knowing there were already five in her area.

Her willingness to face possible failure shows her:

- A. Ignorance
- B. Dependence
- C. Risk-taking spirit
- D. Carelessness

x) Following family rejection, Musa launched a successful transport business and quickly rose to fame in his community. His motivation aligns most closely with:

- A. Status Withdrawal Theory
- B. Innovation Theory
- C. Need Achievement Theory
- D. Risk-Bearing Theory

2. Match the items from List A with those in those in List B by writing the letter of a correct option in List B that corresponds to an items in List A

| COLUMN A                                                  | COLUMN B             |
|-----------------------------------------------------------|----------------------|
| (i) Goods which are available for consumption at no cost. | A. Producer goods.   |
| (ii) Goods which are produced for direct consumption.     | B. Consumer goods.   |
| (iii) Goods which have a short shelf life.                | C. Perishable goods. |
| (iv) Goods with high social benefit to consumers.         | D. Demerit goods.    |
| (v) Goods which are used for producing other goods.       | E. Durable goods.    |
|                                                           | F. Merit goods.      |
|                                                           | G. Free goods.       |
|                                                           | H. Economic goods.   |

### SECTION B (70 Marks)

#### Answer All Questions

3. Differentiate the following concepts.

- a) Needs and Wants.
- b) Goods and Services.
- c) Scarcity and Opportunity Cost.

- d) Production and Consumption.
- e) Entrepreneurship and Entrepreneurship.

4. Business studies has become compulsory subject in Tanzania briefly explain the importance of business studies by giving any five points.

5. From the following entrepreneurs, you are required to identify the type of entrepreneurship (Business, Corporate, or Social Entrepreneurship) demonstrated by their character or activities.

| S/N.  | ENTREPRENEURSHIP ACTIVITIES                                                                                                                                                                                              | CLASSIFICATION |
|-------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|----------------|
| i)    | Juma started a small dairy farm to supply milk to his neighborhood and make profits to support his family.                                                                                                               |                |
| ii)   | Amina works in a telecommunications company. She developed a system that improved customer service by reducing call wait times.                                                                                          |                |
| iii)  | After realizing that many girls in rural areas miss school due to lack of sanitary pads, Neema founded an organization that distributes reusable pads for free.                                                          |                |
| iv)   | Joseph opened a car repair garage with the aim of earning profits while also training youth in mechanical skills.                                                                                                        |                |
| v)    | In a large beverage company, Michael led a team that developed a new eco-friendly packaging solution.                                                                                                                    |                |
| vi)   | Grace created a non-profit that offers free digital literacy training to women in underprivileged communities.                                                                                                           |                |
| vii)  | David runs a grocery store in his town. He buys produce from local farmers and sells it for a profit.                                                                                                                    |                |
| viii) | Within a multinational electronics firm, Sarah invented a smart home feature that boosted the company's product sales.                                                                                                   |                |
| ix)   | Hamisi founded a community recycling program that reduces pollution and provides employment to street youth.                                                                                                             |                |
| x)    | Fatma noticed that many elderly people in her town lacked proper healthcare access. She established a mobile clinic that offers free check-ups and affordable medicine to the elderly, especially those in remote areas. |                |

6. (a) Briefly explain four skills of Business Management skills that an entrepreneurship needs in managing various aspect of the business

(b) Explain six importance of entrepreneurship

7. (a) In Briefly explain any six characteristics of sole proprietorship  
(b) With examples briefly explain the business processes, by giving four points.

8. (a) state four examples of sole proprietorship  
(b) Identify three advantages and three disadvantages of sole proprietorship

9. In the village of Kizimba, Mama Rehema opened a small bakery. She rented a shop near the market, bought baking ovens and ingredients like flour, sugar, and eggs. She hired two young women to help her bake and serve customers. Every morning, Mama Rehema wakes up early to plan the day's work, supervise the staff, and ensure quality in production. Her bakery quickly became popular, supplying bread and cakes to local shops and schools.

**Required:**

From the scenario above, identify the four factors of production and give one example of each as used in Mama Rehema's bakery.

**SECTION C (15 Marks)**

10. Business studies covers various components that provide a comprehensive understanding of how businesses operate successfully in today's dynamic economy. Explain 6 scopes of business studies