~~152/1~~ 152/1

TANZANIA HEADS OF ISLAMIC SCHOOLS COUNCIL

FORM SIX INTERISLAMIC MOCK EXAMINATION

COMMERCE 1

MARKING SCHEME

1. E-Commerce: Refers to the commercial transactions where buying and selling of goods and services are conducted electronically on the Internet.

Benefits of e-commerce to seller.

(a) It Increases sales and profit to the business

(b) It is cost effective - It saves the cost of catalogue distribution, rent, etc.

(c) It improves brand image of the company

(d) It helps the organisation to provide better customer services

Benefits of e-commerce to customer.

(a) Customer need not to travel to shop a product, thus less traffic on the road and low air pollution.

(b) It provide 24/7 support. Customers can enquire about the product or service and place an order any time, and anywhere

(c) It provides readily available information. A customer can see the relevant detailed information within seconds, rather than waiting for days and weeks.

(d) E-Commerce increases competition among organisations as a results a results customer benefits from discounted goods.

(e) Increase customer choices for various brands available.

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Introduction	1 mark
six points 3marks@	18 marks
suitable conclusion	1 mark
	20%

2. large amount of Capital is needed by wholesaler due to the following

(i) He buys in bulk from manufacturer and he pay at once/promptly,

(ii) He gives extensive credits to the retailers, therefore large working Capital is needed as retailers may delay in payment.

(iii) Sometimes he pays the manufacturer in advance

(iv) He provides free deliveries to retailers

(v) He prepare goods for sale, such as grading, packing, packaging and assembling.

(vi) Maintain large storage facility

Introduction	1 mark
six points 3 marks e	18 marks
Suitable Conclusion	1 mark
	20%

3. Securities traded in stock exchange.

(i) Shares: This is a unit of Capital of a joint stock Company
- ordinary shares
- preference shares.

(ii) Corporate bonds/Debentures.

(iii) Treasury bonds/Government bonds.

(iv) Treasury bills

(v) Municipal bonds

Merits of Investing in shares,

(i) Assurance of liquidity ais. he may sell his shares whenever he feels hee need to do so.

(ii) It can be used as a collateral to secure loan from the bank/financial institution,

(iii) It is a mean of small savings by the Investors.

(iv) Due to readily marketability, safety and publicity ~~maximises~~ minimises risks

Introduction 1 mark
9 points @2marks 18marks
Suitable Conclusion 1mark
20%.

04. labour mobility is the movement of labour from one place to another or from one occupation to another.

Measures to minimise mobility of labour.

(i) Increase in wages

(ii) On job training of workers

(iii) Provision of working Incentives.

(iv) Reduce working hours.

(v) Specialisation and division of labour.

(vi) Promotion of workers.

Introduction 1 mark
Six points @3marks 18marks
Suitable/relevant Conclusion 1 mark
20%.

05. Visual Communication is the process of passing information from one person to another using diagrams, drawings, pictures, signs, gestures etc.

Circumstances where visual/sign language can be the most appropriate form of communication.

(i) When communicating to someone with hearing problem
(ii) When one wishes to pass a secret or coded message
(iii) In case of language barrier
(iv) In case where there is a lot of noise or physical interferance to other forms of communication.
(v) In case where sender and receiver only understand sign language.

Introduction	1 mark
Six points @3 marks	18 marks
Suitable Conclusion	1 mark
	20%

06. ~~Uninsurable risks: Refers to those risks which can not be Insured by the Insurance Company. Such risks include loss due to war, earthquakes,~~ etc.

06. Differences between Commerce and economics

(i) Economics is concerned with chief problems arising from various economic activities while Commerce deals with all process of exchange and distribution of goods.

(ii) Economics is very wide and comprise of allmost all economic activities while Commerce is part of economics which comprise the study of commercial occupations only.

(iii) Economics is highly theoretical study seeking to understand the principles underlying economic activity, while Commerce is highly factual and practical study on various business economic facts.

Similarities between Commerce and economics

(i) They are both social science

(ii) They are both interested in distribution and exchange of goods and services

(iii) They are both concerned with economic activities and facts especially money and banking

Introduction	1 mark
Six points @3marks	18 marks
Suitable Conclusion	1 mark
	20%.

07. Describe six (6) significance of insurance protection to the business people in Tanzania.

Soln

(i) Provision of protection to the business owners.

(ii) Spread of risks among large number of people

(iii) Promotion of employment opportunities

(iv) Rise in life standard of people.

(v) Means of small saving for those who take life insurance

(vi) Business continuity

Introduction	1mark
Six points @3marks	18marks
Suitable conclusion	1 marks.
	20%