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**TANZANIA HEADS OF ISLAMIC SCHOOLS COUNCIL****FORM TWO INTER ISLAMIC MOCK EXAMINATION****COMMERCE****Time: 2 ½ Hours****Saturday, 30th July 2022 a.m.****Instructions**

1. This paper consists of sections **A, B** and **C** with a total of **ten (10)** questions.
2. Answer **all** questions in each section.
3. Section **A** and **C** carry **fifteen (15)** marks each and section **B** carries **seventy (70)** marks.
4. All answers must be written in the spaces provided.
5. All writings must be in blue or black ink except drawings which must be in pencil.
6. All communication devices and calculators are not allowed in the examination room.
7. Write your Examination Number on the top right of every page.

FOR EXAMINER'S USE ONLY		
QUESTION NUMBER	SCORE	EXAMINER'S INITIALS
1		
2		
3		
4		
5		
6		
7		
8		
9		
10		
TOTAL		
CHECKER'S INITIALS		

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SECTION A (15 Marks)Answer **all** questions in this section

1. For each of the items (i) – (x), choose the correct answer among the given alternatives and write its letter beside the item number in the box provided below.
 - (i) A trader in Morogoro has engaged himself in selling goods and services to the final consumers around his local area, his act can be termed as:
 - A. Retails
 - B. Wholesaler
 - C. Retailing
 - D. Wholesaling.
 - (ii) Usiyu deals with distribution of already produced goods without changing their form. Usiyu is involving himself in:
 - A. Primary production
 - B. Secondary production
 - C. Tertiary production
 - D. Direct production.
 - (iii) Mr. Pweza prefers buying fresh juices from carbonated soft drinks. After the rise in prices for fresh juices, he decided to shift and consume carbonated soft drinks. The demand for two commodities is classified as:
 - A. Joint demand
 - B. Complementary demand
 - C. Independent demand
 - D. Competitive demand.
 - (iv) Jumaa is a wholesaler who operate in large scale and operate his store in all major cities of the country. Jumaa is classified as what type of wholesaler:
 - A. General wholesaler
 - B. Regional wholesaler
 - C. Specialized wholesaler
 - D. National wide wholesaler.
 - (v) Hussein and Hassan wanted to exchange their goods. Hussein has clothes and Hassan has sugar. Hussein wanted sugar but Hassan wanted banana. What factor made the transaction between them impossible?
 - A. Lack of measure of value
 - B. Lack of double coincidence of wants
 - C. Lack of store of value
 - D. Lack of divisibility of some commodities.
 - (vi) A trader in Tanzania signed a contract with the owner of ship to hire it in order to transport his goods. The type of document signed for the agreement is known as:

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- A. Bill of lading
 - B. Freight note
 - C. Dock warranty
 - D. Charter party.
- (vii) A manufacturer of goods decided to sell his goods direct to the final consumers by using his own retail outlets. The form of distribution channel used is known as:
- A. One stage channel
 - B. Two stage channel
 - C. Three stage channel
 - D. Four stage channel.
- (viii) Mr. Bata shop has specialized in selling products produced by MIFUGO Company only. These types of shops are known as:
- A. Chain stores
 - B. Mobile shops
 - C. Tied shops
 - D. Single shops.
- (ix) The transport charges for the goods bought by Mchaga was TZS 3,000. The cost incurred in purchasing the goods was TZS 14,000, if he decided to sell the product for TZS 20,000 and give a customer a cash discount of 5%, his net profit will be:
- A. TZS 1,000
 - B. TZS 2,000
 - C. TZS 3,000
 - D. TZS 4,000.
- (x) GSM mall decided to introduce self-service in his business, this is likely to increase his business profit because of:
- A. Decreased shop theft
 - B. Fewer shop assistants
 - C. Impulse buying
 - D. Increased advertising.

ANSWERS:

(i)	(ii)	(iii)	(iv)	(v)	(vi)	(vii)	(viii)	(ix)	(x)

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2. Match the descriptions of terms used in commerce in **LIST A** with a related term in **LIST B** by writing the letter of the correct response beside the corresponding item number in the table provided below:

LIST A		LIST B
(i)	The buying of goods and services from other countries	A. Export trade
(ii)	The buying and selling of goods and services within the country	B. Entrepot trade
(iii)	The buying and selling of goods and services between two countries only	C. Foreign trade
(iv)	The buying and selling of goods and services among the countries	D. Import trade
(v)	The re-exportation of goods and services to other countries	E. Domestic trade
		F. Retail trade
		G. Bilateral trade

ANSWERS:

LIST A	(i)	(ii)	(iii)	(iv)	(v)
LIST B					

SECTION B (70 Marks)Answer **all** questions in this section

3. Assume you have been employed as a warehouse keeper at a certain warehouse. Describe five (5) activities that you will be performing as your duties:

- (a) _____
- (b) _____
- (c) _____
- (d) _____
- (e) _____

4. MO Dewji is among successful entrepreneurs in Tanzania. Identify five (5) features that differentiate him from other businessmen.

- (a) _____
- (b) _____
- (c) _____
- (d) _____
- (e) _____

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5. Bukuku wants to buy some gifts for her friends, advise her on five (5) factors that are likely to affect his willingness and ability on buying decision.
- (a) _____

- (b) _____

- (c) _____

- (d) _____

- (e) _____

6. Ayoub wants to transport his goods from China to Tanzania. Give him the important things to consider in selecting suitable means of transport. (Give five points).
- (a) _____

- (b) _____

- (c) _____

- (d) _____

- (e) _____

7. Abuu and Abiy are form two students who were discussing about the problem of employment in Tanzania. Abuu decided that he will be an entrepreneur while Abiy refused. Give five (5) reasons to convince Abiy to follow his friend's idea
- (a) _____

- (b) _____

- (c) _____

- (d) _____

- (e) _____

8. You are given the following information related to a particular business in Kariakoo
- | | | |
|----------------------|------------|------------|
| Business stock | 31.12.2020 | TZS 26,720 |
|----------------------|------------|------------|

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Business stock	01.01.2020	TZS	34,430
Net purchases		TZS	212,290
Gross profit markup		TZS	50%
Expenses for the year		TZS	45,000

You are required to help the trader to calculate the following:

(a) Cost of goods sold

(b) Average stock

(c) Rate of stock turnover

(d) Sales

(e) Net profit

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9. Suppose you are a form two student of commerce, and you have been given a task to present about classification of occupation. By using diagram only show how you will present the concept.

10. As a commerce student, advise small traders in Tanzania who conduct their businesses around the road and in highly populated areas on important attributes/qualities they should show to their customers and suppliers in order to succeed in their businesses.

[illegible]