

THE UNITED REPUBLIC OF TANZANIA NATIONAL EXAMINATIONS COUNCIL ADVANCE CERTIFICATE OF SECONDARY EDUCATION EXAMINATION

152/2

COMMERCE 2

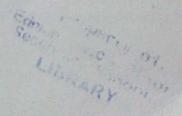
(For Both School and Private Candidates)

Time: 3 Hours

Wednesday, 04th May 2016 p.m.

Instructions

- 1. This paper consists of eight (8) questions in section A and B.
- Answer five (5) question choosing three (3) questions from section A and two (2) questions from section B. Question number one (1) is compulsory.
- 3. Each question carries twenty (20) marks.
- 4. Non programmable calculators may be used.
- 5. Cellular phones are not allowed in the examination room.
- 6. Write your Examination Number on every page of your answer booklet(s).





SECTION A (60 Marks)

Answer three (3) questions from this section. Question one (1) is compulsory.

- Mashaka, Mawazo and Majuto have been in a partnership business for a year, but they did not
 prepare the partnership agreement before starting their business. What does the provisions of
 Partnership Act state in relation to this situation? Give ten points.
- 2. (a) Describe five merits of marketing research as a marketing function.
 - (b) Analyse five problems facing marketing boards in developing countries.
- 3. (a) Explain seven limitations of international trade.
 - (b) Outline three functions of bill of lading.
- 4. (a) Identify four main differences between sales and agreement to sell?
 - (b) Examine six remedies for the breach of a contract.

SECTION B (40 Marks)

Answer two (2) questions from this section.

- 5. (a) Explain four main forms of business capital.
 - (b) Identify two sources of finance that come from within the business firm itself.
 - (c) Tunambi's business has a rate of inventory turnover of 8 times per year. His average inventory was Tshs 3,248,000. The mark-up was 50 percent and the expenses of his business were 60 percent of the gross profit. Calculate the following:
 - (i) Cost of goods sold
- (ii) Gross profit
- (iii) Turnover

- (iv) Total expenses
- (v) Net profit
- 6. (a) Explain the following:
 - (i) organization chart.
 - (ii) the main types of organization chart.
 - (iii) three advantages and two disadvantages of an organization chart.
 - (b) Explain two principles of delegation of authority.
- 7. (a) Identify five objectives of consumerism.
 - (b) Describe five legislative measures available to safe-guard consumers in Tanzania.
- 8. (a) What is incidence of taxation? Describe three main systems of taxation.
 - (b) Explain six limitations of direct taxes.