

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

152/1

COMMERCE 1

(For Both School and Private Candidates)

Time: 2 Hours 30 Minutes

2009 February, 10 Tuesday a.m.

INSTRUCTIONS

1. This paper consists of **8** questions in sections A and B.
2. Answer **five (5)** questions, choosing at least **two (2)** questions from each section.
Question **Number 1** is compulsory.
3. All questions carry equal marks.
4. Credit will be awarded for brief and well argued answers.
5. Cellular phones are **not** allowed in the examination room.
6. Write your **Examination Number** on every page of your answer booklet(s).

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SECTION A

1.
 - (a) Define the term pre-packaging.
 - (b) Describe who undertakes pre-packaging.
 - (c) List **five (5)** advantages of pre-packaging.
2.
 - (a) What is wholesaling?
 - (b) Describe the circumstances that may give rise to the elimination of a wholesaler.
3. Among many trends in modern retailing is automatic selling.
 - (a) What is automatic selling.
 - (b) Name **five (5)** modern changes in retailing.
 - (c) Explain the limitations of automatic selling.
4. Discuss **five (5)** methods of selling goods abroad and indicate the benefit of each method to the manufacturer.

SECTION B

5. Explain different types of ordinary life insurance.
6.
 - (a) Draw a well labelled commerce flowchart.
 - (b) Define
 - (i) Commerce
 - (ii) Economics
 - (c) How are commerce and economics related?
7. Define the following terms:
 - (a) Factors of production
 - (b) Costs of production
 - (c) Entrepreneur
 - (d) Primary sector.
8. What major issues should a business person consider when establishing a warehousing system.