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

152/1

COMMERCE 1

(For Both School and Private Candidates)

Time: 3 Hours

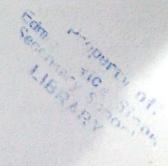
Tuesday, 03rd May 2016 a.m.

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Instructions

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





SECTION A

Answer at least two (2) questions from this section.

- 1. (a) Describe five factors to be taken into consideration in calculating the amount of premium to be paid by the insured.
 - (b) Examine five ways in which insurance can benefit a business firm and the country at large.
 - 2. (a) Briefly explain the following commercial terms as used in stock exchange.
 - (i) Unquoted companies
 - (ii) Quoted companies
 - (b) Examine four reasons why would a company like to be quoted?
 - (c) Outline five advantages of investing in shares and securities.
 - (a) Discuss five factors a retailer has to consider when setting up a retail business.
 - (b) Elaborate three merits and two demerits of mail order shops.
 - (a) "Commerce is evolutionary subject." Comment on this statement by applying the view of historical development of commerce in Tanzania.
 - (b) Explain four shortcomings of barter trade.

SECTION B

Answer at least two (2) questions from this section.

- (a) How does the Bank of Tanzania (BOT) contribute to the economic development in Tanzania? Give five points.
 - (b) Identify five monetary management functions of the Bank of Tanzania.
- 6. (a) State five reasons for holding stock by the business firm.
 - (b) What is the main different between private warehouses and public warehouses?
 - (c) Explain four disadvantages of private warehouses.
- 7. (a) Analyse five aims of the productive organization.
 - (b) Identify five factors for labour efficiency,
- 8. (a) Evaluate four roles of advertising in modern marketing.
 - (b) (i) Briefly describe the term advertising agent.
 - (ii) The manufacturing firms having their own advertising departments still use advertising agencies. Give five reasons why they find advertising agencies useful?