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

**152/2** **COMMERCE 2**

(For Both School and Private Candidates)

**Time: 3 Hours** **Year : 2021**

**Instructions**

1. This paper consists of **seven (7)** questions.
2. Answer **five (5)** questions. Question **one (1)** is compulsory.
3. Each question carries **twenty (20)** marks.
4. Communication devices and any unauthorised materials are **not** allowed in the examination room.
5. Write your **Examination Number** on every page of your answer booklet(s).

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Answer **five (5)** questions. Question **one (1)** is compulsory.

1. Lishe Bora is a small industry in Tanzania dealing with food spices production and it needs to get information on the demand of its products in the market. The marketing manager decides to use personal interview method of marketing information to get the information. Why has the manager decided to use that method? Explain by giving three benefits and three limitations of such method as a source of information.

2. Why do countries impose restrictions on international trade while it contributes towards the economic development of the countries involved? Explain by giving six points.

3. Imagine that you have attended an interview for a planning officer post in one of the industries. One of the interviewers asks you to explain the importance of planning in the industry in three points and to give three criteria for a good plan. Explain in details the responses that you would provide to interviewers to qualify for the post?

4. As the sales of goods contract is concerned, analyse three rules regarding the transfer of property and three rules regarding delivery of property.

5. Explain eight procedures that a tour company in Arusha Tanzania has to follow when buying two different cars from Japan.

6. Mr. Siwazi is in sole proprietorship for some years now. His friends convinced him to join them in partnership business but he failed to make the decision to join them because he thinks that sole proprietorship is advantageous than partnership. In six points, convince Mr. Siwazi on how he will benefit for being engaged in partnership over sole proprietorship.

7. In six points, explain how tourism as an invisible export contributes to the development of commerce in Tanzania.



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