THE UNITED REPUBLIC OF TANZANIA.

MINISTRY OF DEFENCE AND NATIONAL SERVICES

PRE-NATIONAL MILLITARY EXAMINATION.

FORM FOUR COMMERCE MARKING SCHEME.

SECTION "A" (Multiple Choice Questions)

1. i/ E.
ii/ B.
iii/ C.
iv/ C.
v/ A.
vi/ A.
vii/ E.
viii/ C.
ix/ A.
x/ C

10 marks. 1@

2. Matching Items Questions

i/ F
ii/ E
iii/ A
iv/ B
v/ C
vi/ D

6 marks 1@

Q3. Transport acts as a central function of all commercial activities. Explain five points.

i) Facilitates movement of Goods; Transport moves raw materials from production areas to factories and finished goods to consumers. It ensures products reach the right place at the right time.

ii) Expand markets: Transport enables businesses to reach customers in distant places. Producers can sell beyond local markets. This increases sales and profits. It encourages business growth.

iii) Promotes International trade; Transport connects countries through air, sea, and land routes. It facilitates Imports and exports. countries earn foreign exchange through trade. Economic development is enhanced.

iv) Create employment opportunities.
The transport sector employs drivers, pilots, conductors, mechanics and many others. It generate income for Individuals. Employment reduces poverty. It also contributes to national development.

v) Support Industrial development; Industries require transport to obtain raw materials and distribute products. Efficient transport reduces delays in production. It improves productivity and competitiveness. Therefore Industries grow faster.

05 marks.

Q4. Explain the five elements involved in communication.

i) Sender; Is a person who initiates the message. He or she develops the information to be communicated. The sender chooses the communication - method. effective communication begins with sender.

ii) Message; Is the Information being communicated. It may be spoken, written or visual. The message should be clear and understandable. Accurate messages reduce misunderstandings.

iii) Medium/Channel. This is the method used to transmit the message. Example include letters, phones, emails and meetings. The choice depends on urgency and nature of information. A suitable medium improves effectiveness.

iv) Receiver; The receiver is the person for whom the message is intended. He or she interprets the message. Understanding is necessary for communication success. The receiver may respond to the sender,

v) Feedback; Is the response given by the receiver. It shows whether the message was understood correctly. It helps identify communication problems. Feedback completes the communication process.

08 marks

5. Canons of Good Taxation:

i) Canon of Equity;
Tax should be distributed fairly among taxpayers. People with higher incomes should pay more taxes. This promotes social justices. Everyone contributes according to ability.

ii) Certainty; Tax payer should know the amount, time and method of payment. There should be no confusion or favoritism. This builds confidence in the tax system. It reduces disputes.

iii) Convenience; Tax should be collected at a convenient time and manner. Payment procedures should be simple. This encourage compliance. It reduces inconvenience to taxpayers.

iv) Economy; The cost of collecting tax should be low, Government should avoid wasteful collection methods. Most revenue reaches public funds. Efficiency is improved.

v) Productivity; A good tax should generate sufficient revenue. Government uses the revenue to provide public services. Reliable revenue supports development projects. Economic stability is enhanced.

① 8 marks.

06. A country engage in International trade because of the following reasons.

i) Difference in Resource Endowment;
=> countries trade because they posses different natural resources. (Example. one country has oil, and another country has Gold).

ii/ Specialization and Efficiency;
International trade allows countries to specialize in producing goods where they have a comparative advantage, leading to higher efficiency.

iii) Access to wider markets; Trading allows firms to sell beyond domestic borders, Increasing - demand and achieving economies of scale.

iv) Acquisition of Better Technology;
Developing nations often trade to import advanced machinery and technical expertise not available domestically.

v) Consumer variety and choice; Trade allows citizens access to a broader range of products and services that may not be produced locally.

08 marks.

07. The following are the reasons :-
i) Consumer Literacy: Commerce education empowers individuals to make informed purchasing, understand their rights and identify deceptive marketing practices.

ii) Basic financial Literacy: It provide essential knowledge for managing personal finances, including budgeting, saving, and understanding banking services.

iii) Understanding Economic environment:
=> It helps citizens understand how the economy functions including the role of production, distribution and consumption in their daily lives.

iv) Entrepreneurial Mindset: Teaching commerce encourages innovation and self-reliance, helping individuals recognize and seize potential business opportunities.

v) Employment preparation: It provides foundational skills, such as record-keeping, communication, and basic management, that are transferable and highly valued in various job roles.

08 marks.

08 A) Functions of stock administration:

i) Inventory control: Monitoring stock levels to ensure there is enough to meet needs without excess accumulation.

ii) Quality Assurance: Inspecting items upon arrival to ensure they meet the required standards and are not damaged.

iii) Storage and preservation: Ensuring that items are stored in a manner that maintains their conditions and prevents loss or deterioration.

iv) Recording keeping: Maintaining accurate documentation of all stock movements.

1 mark @ 1 pts.

b) Data Given

2marks @ 1 Answ.

- Opening Stock
- Closing Stock
- Purchases
- Carriage Inwards
- Purchases Return
- Total Sales: The Daily Sales are 40,000

Standard days in a year = 365 days

Total Sales 40,000 x 365 = 14,600,000

Calculation

a) Average Stock

$$AS = \frac{\text{Opening Stock} + \text{Closing Stock}}{2}$$

$$\frac{1,500,000 + 2\,500,000}{2} = 2000,000$$

Average Stock = 2,000,000

b) Cost of Goods Sold

COGS = Opening Stock + (Purchases - Purchases Return + Carriage Inwards

1500,000 + (1700,000 - 200,000 + 400,000)

COGS = 900,000

c) Gross Profit

Gross Profit = Total Sales - COGS

14,600,000 - 900,000 = 13,700,000

Gross Profit = 13,700,000

d) Rate of Stock Turn

$$\text{Rate of Stock Turn} = \frac{\text{COGS}}{\text{Average Stock}}$$

$$\frac{900,000}{2000,000}$$

Rate of Stock Turn = 0.45 times

SECTION "C" (30 MARKS)

Answer only two (2) questions.

09. Importances of Insurance.

i) Help to provide security and safety.

ii) To provide confidence and peace of mind.

iii) To reduce dependency.

iv) To improve the welfare of employees.

v) Leads to accumulation of savings.

vi) Promotes economic growth.

Introduction. ⟶ 02 marks

Main body (6 pts) ⟶ 02 @ 1pts.

Conclusion. ⟶ 01 mark.

10. The following are sources of funds for Mr. Ben's mobile restaurant.

i) Personal savings.

ii) Bank Loans.

iii) Family and Friends.

iv) Trade credit.

v) Government and NGO's Loans.

vi) Partnership contribution

Introduction ⟶ 02 marks

Main body 6pts. ⟶ 02 @ 1pts.

Conclusion. ⟶ 01 mark

11. Meaning of manager and her/his roles / duties.

A manager is a person responsible for planning directing and controlling the activities of an organizational in order to achieve its objectives efficiently.

A manager will be assigned to perfom the following duties.

i) Planning: The manager sets goals and determines how to achieve them.

ii) Organizing: The manager arranges resources and tasks systematically. Duties are assigned to employees.

iii) Staffing: The manager recruits, trains and develops employees.

iv) Directing: The manager also guides and supervises workers.

v) Controlling: The manager monitors performance against ~~of~~ plans.

Introduction —— 02 marks

Mainbody (6 pts) —— 02 @ 1 pts.

Conclusion —— 01 mark