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).

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.