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

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

(For Both School and Private Candidates)

**Time: 3 Hours** **Friday, 10th May 2019 a.m.**

**Instructions**

1. This paper consists of sections A and B with a total of **eight (8)** questions.
2. Answer **five (5)** questions choosing **three (3)** questions from section A and **two (2)** questions from section B. Question number **one (1)** is compulsory.
3. Each question carries **twenty (20)** marks.
4. Cellular phones and any unauthorized 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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## SECTION A (60 Marks)

Answer **three (3)** questions from this section. Question number **one (1)** is compulsory.

1. Explain six essential factors that should be taken into consideration before selecting a suitable form of business unit to undertake.

2. Elaborate six common sources of information available for importers in Tanzania.

3. Analyse four advantages and five disadvantages of market research in business organization.

4. (a) Managers are encouraged to delegate some of their duties to their subordinates. Anayse five reasons that necessitate managers to delegate their duties.

   (b) What is the main different between line organization and staff organization?

## SECTION B (40 Marks)

Answer **two (2)** questions from this section.

5. Explain five advantages and four disadvantages of using office machines.

6. Evaluate six commercial advantages of regional integration to a country like Tanzania.

7. Elaborate four rules regarding delivery of goods in a contract of sale and five ways in which an offer can be terminated.

8. Consumers need to be protected as the final users of the products. Justify this statement by explaining six techniques used to protect consumers.