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

152/1 **COMMERCE 1**

(For Both School and Private Candidates)

Time: 3 Hours **Year: 2023**

Instructions

1. This paper consists of **seven (7)** questions.
2. Answer **five (5)** questions including question **one (1)**.
3. Each question carries **twenty (20)** marks.
4. All writing must be in **blue** or **black** ink **except** drawing which must be in pencil.
5. Communication devices and any unauthorised materials are **not** allowed in the examination room.
6. Write your **Examination Number** on every page of your answer booklet(s).



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

1. Mr. Patel owns a small scale industry and he is planning to hire a salesmanship to support him in advertising and selling his products. Suggest six appropriate qualities that would guide him to get the right salesman.

2. Ms. Mkutano from Uvinza Tanzania buys goods from various suppliers within and outside the country and sells them at profit. In six points, justify that the activity performed by Ms. Mkutano is refered to as trade.

3. Lucy wants to insure her house worth 40 million against fire. However, she is not aware on the procedures of obtaining fire insurance policy. Assist her by describing the procedures that she should follow to acquire the policy.

4. "Shrinkage is among the source of retailer's loss resulting from dishonest practices." Suggest six measures a retailer can take for shrinkage minimization.

5. "Production is an essential activity for survival of individuals and the nation." Justify this statement by giving six reasons.

6. How is the Bank of Tanzania (B.o.T) regulates the economy of the country during inflation? Explain by giving six points.

7. "In business communication, the message is said to be effective when the receiver understands the same meaning that the sender was intended to convey". Validate this statement using the criteria for effective message. Limit your answer in six points.