

THEMI HILL SECONDARY SCHOOL
FORM ONE HOLIDAY PACKAGE
COMMERCE

Answer all questions

1. Define the term commerce
2. Mention branches of commerce
3. What is trade?
4. Mention branches of trade
5. Define goods
6. Mention types of goods
7. What is an aid to trade?
8. Mention 5 examples of aids to trade
9. Draw commerce flow chart
10. Mention five importance of studying commerce in everyday life
11. Mention four factors of production
12. Mention kind/ types of production

For each of the items (i)-(x), choose the correct answer from among the given alternatives and write its letter beside the item number

13. Commerce is concerned with_____
 - a) Stock control in industries
 - b) The distribution and exchange of goods and services
 - c) Selling of consumer goods only
 - d) Selling of durable goods only
14. The main purpose of commerce is to_____
 - a) Make profit
 - b) Help customers
 - c) Help manufacturers
 - d) Bridge the gap between producer and consumer

15. Which of the following is not an aid to trade?

- a) Transport
- b) Warehousing
- c) Banking
- d) Retailing

16. The main purpose of commerce is to satisfy human wants, needs and fill the gap between _____

- a) Wholesaler and retailer
- b) Shopkeeper and buyer
- c) Retailer and consumer
- d) Producer and consumer

17. Which of the following is not a direct service?

- a) Cooking at home
- b) Teaching
- c) Fishing
- d) Nursing

18. Which one of the following is an example of barter trade?

- a) Fish and coins
- b) Goat and notes
- c) Cow and Salt
- d) Sheep and silver coin

19. All of the following methods are involved in a barter exchange, except _____

- a) The buyer must have some goods to give to the seller
- b) The buyer can offer labour services to obtain goods
- c) The buyer must pay cash to the seller
- d) There must be a double coincidence of want

20. What is the term used when a person finds a person who has the goods or services that he wants, and also that person wants what he has: _____

- a) Barter trade
- b) Selective process
- c) Specialization
- d) Trade liberalization
- e) Credit wealthy

21. Aids to trade may be defined as the activities aimed at _____

- a) Assisting the consumer directly
- b) Making easy the work of those involved in manufacturing of essential goods
- c) Helping traders in their business
- d) Bridging the gap between the producers and consumers
- e) involving all activities in the production process

22. Auxiliary services may be defined as the activities aimed at _____

- a) assisting the consumers directly
- b) helping traders in their business
- c) making the work of those involved in manufacturing of essential goods easy
- d) bridging the gap between the producer and consumer

23. The main purpose of commerce is to:

- (a) Make profit.
- (b) Please customers.
- (c) Bridge the gap between producer and consumer
- (d) Help manufacturer.

24. Commerce is concerned with:

- (a) Stock control in business.
- (b) Sending goods to retailers.
- (c) The distribution and exchange of goods and services
- (d) Production of goods to meet customer's needs.

25. An exchange of value between two people is referred as.....

- (a) Trade
- (b) Business
- (c) Production
- (d) Auxiliary services

26. All activities which are not offered direct to a person but are necessary to facilitate trading activities can be termed as:

- (a) Utility
- (b) Auxiliary services
- (c) Indirect production
- (d) Domestic trade

27. Which of the following does not relate to Aids to trade?

- (a) Banking

- (b) Agriculture
- (c) Insurance
- (d) Communication

28. Banking can be defined as

- (a) A place where money are kept to safeguard them.
- (b) A place where people go to keep and borrow money
- (c) All processes or activities concerning monetary issues done by an authorized institution to keep and providing loans.
- (d) All processes of transferring money from one place to another to help people and institution in economic activities.

29. Advertisement can be defined as.

- (a) An art of telling people what goods or services is available at the market.
- (b) An announcement or notes in the public medium promoting a product or services, event or publicizing a job vacancy.
- (c) A process of telling producer what techniques should be applied in production.
- (d) A process of letting consumer knows what product is available.

30. Which among the following is an example of domestic trade:

- (a) Buying banana from Mbeya region and sell them to Lusaka Zambia
- (b) Buying cotton from Shinyanga region in Tanzania and sell them to Lubumbashi in Congo DR.
- (c) Buying cigarette two packs from a wholesaler in Bachu Street and sell them to final user at Tabora bus stand.
- (d) Buying phones from China and sell them to the retail shop at Gongoni Street in Tabora town centre.

31. What it means by the term direct services.

- (a) Activities provided to people at their home or any place to make them be comfortable in production.
- (b) Activities which help trade to take place.
- (c) Services provided to business man in home trade
- (d) Services which help people to buy goods from other country.

32. A Producer is

- (a) One who sells goods and services
- (b) One who produces goods
- (c) One who renders services.
- (d) One who buys goods for his own use

33. Which of the following is considered as retail trade?

- (e) Storing of goods
- (f) Advising of customers
- (g) Selling goods to final consumers
- (h) Selling goods to producers.

34. Which of the following is considered as auxiliary service

- (a) Retail trade
- (b) Wholesale trade
- (c) Insurance
- (d) Wholesaler

35. Which of the following is a good example of banking

- (a) Transferring goods from bank to another
- (b) Keeping money in a special place called bank
- (c) Letting people know what goods are available at the market
- (d) Informing people that money is available in the banks

36. A person who engages in the process of making goods or designing a service in order to satisfy human needs.

- (a) Consumer
- (b) Wholesaler
- (c) Retailer
- (d) Producer

37. Secondary production involves.

- (e) Manufacturing and construction.
- (f) Manufacturing and Extraction
- (g) Commerce and direct services
- (h) Direct services and aids to trade

38. The main branches of production are.

- (e) Commerce, industry and auxiliary services
- (f) Industry, commerce and direct services.
- (g) Industry, commerce and Construction industry
- (h) Primary level, secondary level and tertiary level

39. The main levels of production are

- (e) Secondary, extractive and tertiary level

- (f) Primary level, Commerce level and tertiary level
- (g) Primary level, secondary level and tertiary level
- (h) Industry level, commerce level and tertiary level

40. What it means by the term domestic trade?

- (e) Trade done with family members at domestic level
- (f) Activities which help trade to take place.
- (g) Services provided to business man in home trade
- (h) Trade conducted within a country

41. A Retailer is

- (e) One who sells goods and services to retailers in small quantities
- (f) One who buys goods or services from producer or wholesaler and sell them to final consumer in small quantities
- (g) One who renders services to producers
- (h) One who buys goods for his own use

42. Trade can be defined as.....

- (e) An exchange of goods and services with any valuable item
- (f) A distribution of goods and services with any valuable item
- (g) Only buying of goods from a trader
- (h) Only selling of goods to a consumer

43. All activities which are offered direct to a person to make him comfortable can be termed as:

- (e) Utility
- (f) Auxiliary services
- (g) Indirect production
- (h) Direct services

Fill or complete the gaps on the following statement.

44..... Used to describe the name of goods that are produced for consumption.

45. Used to describe the name of goods produced in order to produce other goods.

46..... Used to describe the name of goods which can stay for long period of time.

47..... used to describe the name of goods which last in short time

48. used to describe the name of goods which owned by the community in general and can be used by any person in the society
49. Used to describe the name of goods and services that are sold outside the country.
50. Used to describe a trade of selling goods in small quantities to final consumer.
51. Used to describe trade between two or more countries
52. A trade of buying goods in large quantities from a producer or manufacturer and sell them to retailer is called
53. The stage of production which deals with extraction of raw materials from the ground or nature is termed as.....
54. The payment for the use of capital as a factor of production.....
55. The payment for the use of entrepreneurship as a factor of production.....
56. Skills and knowledge used to initiate the business and to apply innovation in business issues is termed as.....
57. used to describe a place or large building which used to keep or store large quantities of goods until they are needed by the users.
59. The process of transferring information and ideas from one person to another is termed as
60. List down any five importance of commerce in daily life

Define the following term as used in commerce

61. Capital
62. Indirect production
63. Direct production
64. Extractive industry
65. Manufacturing industry
66. Aids to trade
67. Mention five importance of capital as a factor of production

Write TRUE for the correct statement and FALSE for the incorrect statement.

68. Interest is a payment for the use of capital as a factor of production.....
69. Profit is a payment for the use of entrepreneurship as a factor of production.....
70. Skills and knowledge used to initiate the business and to apply innovation in business issues is termed as entrepreneur.....
71. A godown is a place or large building which used to keep or store large quantities of goods until they are needed by the users.....
72. Communication is the process of transferring information and ideas from one person to another.....
73. Retail trade is a buying of goods in large quantities from wholesaler or manufactures and sell them in large quantities to final consumer.....
74. Wholesale trade is buying in large quantities from manufacturer in large quantities and sell them in small quantities to final consumer.....
75. Mr. Moses in Tanzania selling goods to Mr. Qinq in China this trade is called import trade.....
76. Mr. Rwenyagila in Tabora municipal buying chicken from Skonge in large quantities and sell them in affordable quantities to other traders at Isevy market this trade is called wholesale trade.....
77. Mr. Kashasha by using loud speaker announcing the availability of electricity material at his shop located near Isevy this process is called advertising.....

Write TRUE for the correct sentence and FALSE for the incorrect sentence

78. Goods bought from another country are called exports.....
79. Goods sold to another country are called imports.....
80. Any tangible thing which can be sold or bought is called goods.....
81. Communication is a transmission of information from one person to another
82. A place where goods are stored until their demanded by users or for being sold is termed as warehousing
83. Goods bought from another country are called exports.....
84. Goods sold to another country are called imports.....
85. Bicycles and motorcycles present the examples of basic needs

86. Constructive industries deals with assembling already made goods to form another goods.....
87. Goods used to make another goods are called capital goods.....
88. The payment for the use of land as a factor of production is called interest.....
89. Knowledge and skills used to create and run new business can be termed as entrepreneurship.....
90. Durable goods are those goods which stay for short period of time
91. Capital goods are those goods used direct for consumption.....
92. Rent is a payment for the use of entrepreneurship as a factor of production.....
93. Wages is a payment for the use of capital as a factor of production.....
94. Mental or physical efforts used in production can be termed as entrepreneurship.....
95. Advertisement helps a producer to know what goods or services are offered at the market.....
96. Communication is the process of transferring goods and ideas from one person to another.....
97. Wholesale trade is buying in large quantities from manufacturer or producer and sell them to the retailer.....
98. Mr. Jamal in Tanzania buying goods from Mr. Qing in China this trade is called import trade.....
99. Mr. Tale in Tabora municipal selling chicken to other traders that business is termed as home trade.....
100. Mr. Alyson by using loud speaker announcing the availability of photo shooting services at his shop located near bliss lounge this process is called communication.....