

THEMI HILL SECONDARY SCHOOL

COMMERCE FORM TWO

HOLYDAY PACKAGE

For each of the item (i)-(x) choose the letter of the correct answer and write its letter in the box provided.

1. A group of manufacturers who produce identical goods :

(a) Producers

(b) Commerce

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(c) Manufacturer

(d) Industry

2. The amount of satisfaction obtained in consuming certain quantities of goods

(a) Utility

(b) Basic needs

[]

(c) Needs

(d) Production

3. The provision of commercial activities and direct services.

(a) Manufacturing activities

(b) Constructive activities

[]

(c) Extractive activities

(d) Tertiary activities

4. A trade of dealing with goods produced and consumed within a country;

(a) Export trade

(b) Foreign trade

[]

- (c) Import trade
 - (d) Domestic trade
5. The process of protecting people with their properties against any expected risk.
- (a) Insurance
 - (b) Transport
[]
 - (c) Banking
 - (d) Communication
6. These involve the services, which include administration and supervision by the government, research and education.
- (a) Quinary activities
 - (b) Quaternary activities
[]
 - (c) Commercial activities
 - (d) Tertiary activities
7. The production of goods and services for personal consumption:
- (a) Direct production
 - (b) Indirect production
[]
 - (c) Personal consumption
 - (d) labour
8. When a country or people in country buys goods from other country(s).
- (a) Export trade.
 - (b) Import trade.
[]
 - (c) Domestic trade.

- (d) International trade.
9. The aim of advertisement is to:
- (a) To send goods to the market
- (b) To collect information of the market
[]
- (c) To inform the consumer on goods available at the market.
- (d) To take goods from the producer.
10. Banking as an aid to trade means
- (a) The transfer of goods from one bank to another
- (b) The transfer of banking information between people concerning business issues
[]
- (c) The process of dealing with financial activities.
- (d) To transfer of information from one producer to another

Choose the correct term from column B which matches with the explanation in column A, then write its letter below the number of the corresponding item in the table provided.

Column A	Column B
11. The demand of goods which must be consumed together.	A. In bond note
12. It obtained when a person use goods at a right time he or she need it.	B. Complementary demand
13. The quantities of goods which normally sold at the business per day.	C. Exporter
14. The concentration of effort in one function or activity for the aim of increasing production.	D. Retailer
15. The level of stock which must be available at the business to safeguard the business.	E. Time utility
16. The supply of goods which have the same uses	F. Supplementary supply
17. A document which shows the quantities of goods	G. Buffer stock
	H. Daily sales
	I. Broker

<p>stored in the bonded warehouse.</p> <p>18. A person who engage in selling goods to another country.</p> <p>19. A person who negotiate a purchase or sale of goods without taking physical possession of goods.</p> <p>20. A person who buys goods in large quantities and sell in small quantities to the final consumer.</p>	<p>J. Specialization</p> <p>K. Competitive demand</p> <p>L. Division of labour</p>
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Column A	i	ii	iii	iv	v	vi	vii	viii	ix	x
Column B										

Fill or complete the gaps on the following statements.

21. The paths through which products flow from the manufacturer to final consumer is known as

22. The system which allow the customers to pick goods from the shelves in the supermarket is called.....

23. A formal reply by the supplier to the buyer on the request made by the buyer.....

24. The movement of supply along its supply curve due to change in price that means.....

25.are those wholesalers who offer goods on the specific area and on particular trade only.

26. The additional cost incurred after producing one more unit of output is called.....

27. Money invested into business for the purpose of generating profit is called.

28. This is the arrangement of different quantities of goods which can be bought respectively to their prices.

29. are the level of stock at business that no stock should exceed.

30. an agent who is employed to buy or sell goods at any best prices on behalf of the principal.

Briefly explain the following

31. Elasticity of demand

32. Multiple shops

33. Hire purchase

34. Warehouse release warrant

35. Stock control

You have given the following information extracted from a certain trader.

- a. Stock as at 1.1.2015..... 1000/=
- b. Stock as at 31.12.2015..... 500/=
- c. Margin..... 20%
- d. Gross profit..... 3000/=
- e. Indirect expenses..... 1500/=

You're required to calculate

36. Cost of sales

37. Rate of stock turnover

38. Turnover

39. Net profit as percentage of sales

40. Purchases

41. Define a Godown
42. Explain any five importance of storage
43. Define a Wholesaler
44. Explain any five (5) functions of the wholesaler to the manufacturer.
45. Mr. John bought an article for 25,000/= and wish to get a gross profit of 20% . If his indirect expenses are expected to be 20% of gross profit you're required to calculate.

Cost of sales

- A. Turnover
- B. Mark up price
- C. Net profit as a percentage of sales.
- D. Mark up.

You have given the following information extracted from a certain trader.

- | | |
|--------------------------------|--------|
| f. Stock as at 1.1.2015..... | 1000/= |
| g. Stock as at 31.12.2015..... | 500/= |
| h. Margin..... | 20% |
| i. Gross profit..... | 3000/= |
| j. Indirect expenses..... | 1500/= |

You're required to calculate

47. Cost of sales
48. Rate of stock turnover
49. Turnover
50. Net profit as percentage of sales
51. Purchases
52. Mr. John sells two articles for 25,000/= and wish to get a gross profit of 20% . If his indirect expenses are expected to be 20% of gross profit you're required to calculate.

53. Cost of sales
54. Gross profit
55. Mark up
56. Turnover
57. Net profit as a percentage of sales
58. Explain any five activities performed by the store keeper in the warehouse.
59. Explain five reasons in which warehousing is helpful in business and economy in general
60. Explain any five ways to which a wholesaler is helpful to the manufacturer.

Briefly explain the following terms.

61. In bond note
62. The law of demand
63. Inferior goods
64. Derived demand
65. Income elasticity of demand
66. Chain stores
67. Maximum stock level
68. Order point
69. Bonded warehousing.
70. Explain any five factors affecting demand
71. Explain any five factors for the change in demand.

Given the following information.

- (i) Mark up = 25%

- (ii) Opening stock = 1000/
- (iii) Closing stock = 2000/
- (iv) Purchases = 4500/
- (v) Return outward = 500/

Required:

- 72. Margin
- 73. Rate of stock turnover
- 74. Mark up price, (Mark up price= gross profit
- 75. Net profit as a percentage of turnover if indirect expenses is 20% of sales.
- 76. Define the term Aids to trade.
- 77. Describe five importance of commerce.
- 78. Define the term agent of production
- 79. Describe five advantages of division of labour
- 80. Mention five importance of land as a factor of production.
- 81. Fill or complete the gaps on the following statement.
- 82..... Used to describe the name of goods and services that are sold outside the country.
- 83..... Used to describe a trade of selling goods in small quantities to final consumer.
- 84..... Used to describe trade between two or more countries
- 85. A trade of buying goods in large quantities from a producer or manufacturer and sell them to retailer is called
- 86. The stage of production which deals with extraction of raw materials from the ground or nature is termed as.....
- 87. The payment for the use of capital as a factor of production.....
- 88. The payment for the use of entrepreneurship as a factor of production.....
- 89. Skills and knowledge used to initiate the business and to apply innovation in business

issues is termed as... ..

90. 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.

91. The process of transferring information and ideas from one person to another is termed as

92. Who is entrepreneur?

93. Mention five function of entrepreneur

94. What is entrepreneurship motivation?

95. Mention five characteristics of entrepreneur

96. What is entrepreneurship motivation?

97. Mention five external factors for entrepreneurship motivation

98. Mention five internal factors of entrepreneurship motivation.

99. Mention down five features of labour as factor of production

100. Mention down any five importance of entrepreneurship.