

**CHRISTIAN SOCIAL SERVICES COMMISSION (CSSC)
NORTHERN ZONE JOINT EXAMINATIONS SYNDICATE (NZ-JES)**



FORM SIX PRE – NATIONAL EXAMINATION 2026

152/2

COMMERCE 2

Time: 3 Hours

Thursday, 26th February 2026 a.m.

Instructions

1. This paper consists of **seven (7)** questions .
2. Answer a total of **five (5)** questions only. Question number **one (1)** is compulsory.
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 unauthorized 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 **1(one)** is compulsory

1. Certain company is in short of finance, it finds difficult to run its affairs. The director of the company decides to issue share and debenture in order to raise finance but the public are confused whether to buy share or debenture of the company. Help them to differentiate between shares and debenture in order for them to make right decision. Use six points.
2. Selection of appropriate office location is very important for any business as an unsuitable location may result in waste of time, money and efforts and also affects the future growth and success of the business. Argue this statement by giving six points.
3. It is not good for the country to have a huge amount of payments to the rest of the world as compared to receipts. Briefly describe six phenomena through them this situation can be combated.
4. You have been invited for a seminar about taxation by Tanzania Revenue Authority (TRA).The main theme of the seminar is “effects of taxation” .At the seminar you will be required to present to your fellow students the negative effects of taxation in the economy. Summarize your presentation by giving six (6) negative effects of taxation.
5. Mr. NNOKOTA wants to buy 20 cars from China, but he is not aware where he can get relevant information about buying goods from China, in six points help him to know where he can get that important information.
6. A certain company wants to produce a commodity “y” but they are not sure if the community will accept it .You as a market research expert, how could you describe the objectives of market research to them?
7. In six points, explain how proper staffing can bring success in an organization.