

CHRISTIAN SOCIAL SERVICES COMMISSION (CSSC)
NORTHERNZONEJOINTEXAMINATIONSSYNDICATE(NZ-JES)



FORM TWO PRE-NATIONAL ASSESSMENT, AUGUST 2026

065

BUSINESS STUDIES

MARKING SCHEME

SECTION A (15 Marks)

1. Multiple Choice Questions

I.	II.	III.	IV.	V.	VI.	VII.	VIII.	IX.	X.
D	A	C	D	C	D	B	C	B	C

Total = 10 Marks

2. Matching Items

SECTION A	I.	II.	III.	IV.	V.
SECTION B	B	F	G	D	A

Total = 5 Marks

SECTION B (40 Marks)

3. Sources of Finance

(a) Identify three sources of finance used by Asha (3 Marks)

- i. Personal savings
- ii. Fund from family
- iii. Deferred payment

(1 mark each)

(b) Explain two advantages of using personal savings (1Marks)

- i. No interest is paid
- ii. Full control of business funds
- iii. Easy to access
- iv. No repayment pressure
- v. Encourages financial discipline

(0.5 mark each)

Disadvantage of using personal saving(1 Marks)

- i.Low returns
- ii.Opportunity cost
- iii.Risk to personal finance

(0.5 mark each)

(c) Two advantage and two disadvantage of funds from family(2 Marks)

Advantage:

- i. Easy to Obtain
- ii. No interest Charged
- iii. Good trust Relationship

Disadvantage:

- i. Can cause family conflicts if repayment delays occur
- ii. Emotional pressure
- iii. Limited access to capital

(d) Advantage of deferred payment (Buyer)(1.5 marks)

- i. Cash flow management
- ii. Financial flexibility
- iii. Budget.

(0.75marks at each)

Disadvantage of deferred payment (Buyer)(1.5 marks)

- i. Interest
- ii. Impulse purchase
- iii. Debt accumulation

(0.75marks at each)

4. Business Studies as a Multidisciplinary Subject (10 Marks)

Any five:

- i. Business Environment
- ii. Entrepreneurship
- iii. Marketing
- iv. Finance and Accounting
- v. Human Resource Management (HRM)
- vi. Economics:
- vii. Business management:
- viii. Information technology and e-business:

Explanation requires for all marks

5. Meaning of Human Wants and Needs

(a) Human wants (2 Marks)

Things people desire but are not necessary for survival.

(b) Human needs (2 Marks)

Basic necessities required for survival.

(c) Identify needs and wants from Daudi's situation (6 Marks)

Needs

- i Paying rent
- ii Buying food
- iii Purchasing work clothes

(1 mark each)

Wants

- i. Smart phone
- ii. Gaming console
- iii. Stylish watch

(1 mark each)

6. Cash Book (10 Marks)

MOSHIRO**Dr CASH BOOK AS AT 28THFEBRUARY 2026****Cr**

DATE	PARTICULARS	F	AMOUNT	DATE	PARTICULARS	F	AMOUNT
1 Feb	Capital	2	100,000	2 Feb	Purchases	3	12,000
6 Feb	Sales	6	55,000	3 Feb	Transport	4	7,000
12 Feb	Sales	6	80,000	4 Feb	Packing material	5	9,000
28 Feb	Sales	6	50,000	8 Feb	Machinery	7	19,000
			/	10 Feb	Motor van	8	40,000
				18 Feb	Rent	9	15,000
				20 Feb	Wages & salaries	10	14,000
				25 Feb	Furniture	11	12,000
				28 Feb	Balance	c/d	<u>157,000</u>
							<u>285,000</u>
			<u>285,000</u>				
1 March	Balance	b/d	157,000				

Mark Allocation

Correct entries = 6 marks

Correct balancing = 2 marks

Correct format = 2 marks

SECTION C (45 Marks)

7. What business skills does stela lack?

- i Keeping sales records
- ii Financial management skills
- iii Marketing knowledge
- iv Business planning and budgeting
- v Business monitoring and valuation
- vi Customer relationship management
- vii Decision making skills

Introduction (Define small business management)1.5 Mark,

Main body 2@ only six points =12 Marks

Conclusion 1.5 Mark

Total 15 Marks

8. Entrepreneurial Characteristics (15 Marks)

Any five explained points:

- i Risk taking
- ii Creativity
- iii innovation
- iv Hardworking
- v Self-confidence
- vi perseverance
- vii proactiveness
- viii Curiosity
- ix Need for achievement
- x Autonomy
- xi Passion

Introduction 1.5 Mark,

Main body 2@ only six points =12 Marks

Conclusion 1.5 Mark

Total 15 Marks

9. The following are warehouse management practices

- i. Arrangement of the goods in the warehouse
- ii. Cleaning warehouse
- iii. Regulation of atmospheric condition
- iv. Use of modern facilities
- v. Physical inventory counting
- vi. Regular equipment check's
- vii. Enforce safety regulation
- viii. Training warehouse staff

Introduction 1.5 Mark,

Main body 2@ only six points =12 Marks

Conclusion 1.5 Mark

Total 15 Mark