

MARKING SCHEME

COMMERCE

SECTION A (15 marks)

1.

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

01 mark @ = 10 marks

2.

I	II	III	IV	V
B	C	D	E	F

01 mark @ = 05 marks

SECTION B (40 marks)

3. Student should give and explain entrepreneurial skills

- (I) Self discipline skills
- (II) Financial management skills
- (III) Sales and marketing skills
- (IV) Decision making skills
- (V) Negotiation skills
- (VI) Assertiveness skills
- (VII) Networking skills

OR

1.25 mark @ = 10

- (I) Business management skills
- (II) Leadership skills
- (III) Intrapersonal and interpersonal skills
- (IV) Communication skills

2.5 mark @ = 10 marks

4. (a) Demand schedule is a table that shows the relationship between price of a good or service and quantity demanded at given period of time.

While

Supply schedule is a table that shows a relationship between the price of a good or service and the quantity supplied at a given period of time.

(b) Skilled labour - includes all workers who use more of their intelligence or mental efforts in the production process.

While

Semi-skilled labour - includes workers who make use of both mental and physical effort in performing their tasks during production process.

(c) Extractive industry are those deals with the obtaining of raw materials.

While

Constructive industry are the one dealing with the assembling already manufactured goods.

(d) Import are goods or services bought from another country.

While

Export are goods or services sold to another country.

(e) Full container load applies where the container is filled with goods belonging to only one person

While

Less container load applies where the container is filled with goods which belong to different importers.

02 marks @ = 10 marks

5. Needs and wants create business opportunities under the following points

- (i) Need for food create business opportunities for people such as farmers, fishers and bakers who prepare and sell food to those who need food.
- (ii) Transport. people need to move from one place to another as a part of their daily life. A business opportunity like city buses and auto rickshaws.
- (iii) Education. various people want to be educated in various fields. Various institutions are opened to provide education to those who are in need.
- (iv) Health and medical care. people are getting sick every day and they require medical facilities for treatment. Entrepreneurs use this opportunity to open hospitals and pharmacies to provide service to the people for payment.

25 marks @ = 10 marks

6. Mzatendo should possess the following characteristics

- (i) Hard-working
- (ii) Self-confident
- (iii) Commitment to work
- (iv) Optimism
- (v) Ready to learn from others
- (vi) Concern for employees welfare

Any 5 @ 02 marks = 10 marks

7. Benefits of self-employment are

- (i) Independent decision maker
- (ii) Job satisfaction
- (iii) Higher earning potential
- (iv) Flexibility of work
- (v) Variety of experiences
- (vi) Social recognition and respect.

Any 5 @ 02 marks = 10 marks

8. Given; $D_p = \text{Tshs } 1000$

$$D_Q = 70000 \text{ kg}$$

$$N_p = \text{Tshs } 2000 \checkmark$$

$$N_Q = 100000 \text{ kg}$$

$$(i) e_p^S = \frac{\Delta Q_S}{\Delta P} \times \frac{P_0}{Q_0} \checkmark$$

$$= \frac{100000 - 70000}{2000 - 1000} \times \frac{1000}{70000} \checkmark$$

$$= \frac{300000 \times 1000}{1000 \times 70000} \checkmark$$

$$e_p^S = 0.43$$

8 (i) The elasticity of supply for maize is 0.43
1.5 marks $E =$ 7.5 marks

(ii) The elasticity of supply for maize is less than one
2.5 marks

9. Soln

Given.

Minimum usage = 2000 tins per week

Maximum usage = 5000 tins per week

Reorder period 4 to 6 weeks

Maximum reorder period = 6 weeks

Minimum reorder period = 4 weeks

Reorder stock level = Maximum rate of cons. $\times$ max. reorder period 02 marks

$$= \frac{5000 \text{ tins} \times 6 \text{ weeks}}{1 \text{ week}} \quad \checkmark \quad 04 \text{ marks}$$

$$= 30,000 \text{ tins} \quad \checkmark \quad 04 \text{ marks}$$

Total 10 marks

SECTION C 15 marks

10. Introduction - 01 marks

Reasons for change in supply

- change in technology
- change in input prices
- change in regulations
- change in the number of suppliers
- Future expectation about change in price
- change in tax rates

Any 5 @ 2.8 marks = 14 marks