

QUESTION ONE

- a. State and explain four factors to consider when choosing a mode of transport. (8marks)
- b. i. Explain how enterprises are classified (6marks)
- ii. List 6 types of postal services. (6marks)

(TOTAL 20marks)

QUESTION TWO

- a. Explain 5 qualities of a good collateral security (10marks)
- b. State and explain 5 government departments that protects consumers (10marks)

(TOTAL 20marks)

QUESTION THREE

- a. Distinguish between chain stores and departmental stores (10marks)
- b. Define the following:
- i. Direct dealing. (2marks)
- ii. Division of labor. (2marks)
- iii. Home trade. (2marks)
- iv. Commerce. (2marks)
- v. Ware housing. (2marks)

TOTAL (20marks)

QUESTION FOUR

- a. Give 8 reasons for the survival of small scale businesses (8marks)
- b. i. State any four documents used in buying and selling (4marks)
- ii. Classify the following under insurance retail trade, banking, and business unit.
Risk ATM peddlers, cheques, partnership, cooperatives, hull, and mobile shops. (8marks)

(TOTAL 20marks)

QUESTION FIVE

- a. State six functions of national social insurance fund (6marks)
- b. i. State and explain four insurance principles. (8marks)
- ii. List six functions of trade agents. (6marks)

(TOTAL 20marks)

QUESTION SIX

- a. State 5 channels of advertising. (4marks)
- b. Study the information below and answer the questions that follows;
- Opening stock = 150,000frs, Purchases = 400,000frs, Closing stock = 50,000frs,
Sales = 700,000 FRS, Expenses = 82,000 FRS
- Calculate:
- i. Cost of goods sold. (2marks)
- ii. Gross profit. (2marks)
- iii. Rate of turn over. (2marks)
- iv. Net profit. (2marks)
- c. Outline 8 reasons for the dissolution of a partnership business. (8marks)

(TOTAL 20marks)

END