

**SCOBA**  
**S.2 COMMERCE**

**INSTRUCTIONS:**

- *Answer All Questions*

1. Commerce is.....
  - A. a chain that links producers to consumers.
  - B. a chain of production of goods only.
  - C. the same as production.
  
2. Which of the following factors of production earns profits?
  - A. Entrepreneurship
  - B. Land.
  - C. Capital.
  - D. Labour
  
3. The demand for goods and services is determined by the following factors except.
  - A. Level of technology.
  - B. price of other goods
  - C. consumer tastes and preferences
  - D. level of income.
  
4. The generation of gas from animal manure can be classified under?
  - A. Secondary production.
  - B. Primary production.
  - C. Tertiary production.
  - D. Direct production.

The quantity of goods a person is willing to put on market at a given period of time is known as;

- A. Demand
  - B. Stock.
  - C. supply.
  - D. Consumption.
  
5. A form of trade where imports are re imported is called.
  - A. Bi-lateral.
  - B. Customers draw back.
  - C. Enter port
  - D. Multi-lateral.
  
6. The main advantage of specialization is that.
  - A. Saves time.
  - B. Allows constant use of machinery.
  - C. Leads to production of more goods.
  - D. Promotes development of skills.

7. Cash discount is allowed to all customers who?
- A. Buy goods quickly.
  - B. Buy goods in large quantities.
  - C. Pay for goods bought promptly.
  - D. Buy damaged goods.
8. Which occupation service would be classified as a direct service?
- A. Bank cashier.
  - B. Fisher man.
  - C. Hair dresser
  - D. tool maker.
9. The bearing of risks in the production process falls on.
- A. Capital owner.
  - B. Entrepreneur
  - C. Labour
  - D. Land owner.
10. A whole seller offers the following services to the manufacturer except?
- A. Giving credit facilities.
  - B. Buying goods in bulk.
  - C. Giving debt facilities.
  - D. Advertising the goods.
11. A consumer is one who.
- A. Manufactures a commodity.
  - B. Functions as a middle man.
  - C. Finally uses the produce for his own consumption.
  - D. Directs the retailer to the producer.
12. Making goods for one's own consumption/use is called.
- A. Self-service.
  - B. Direct service.
  - C. Self-employment.
  - D. Direct production.
13. Capital as a factor of production is rewarded with.
- A. Capital fee.
  - B. Profit
  - C. Wage/salaries
  - D. Interest.
14. Ability of a good to satisfy a human want is termed as.
- A. Production.
  - B. Consumption.
  - C. Demand.
  - D. Utility.
15. Retail outlets which specialize in selling products of Mukwano Enterprise are classified under.
- A. Super markets.
  - C. Departmental stores.

B. Multiple shops.

D. Tied shops.

**Section B**

**Answer any two (2) questions.**

16. Explain the services/ functions of a wholesaler provide to;
- i. manufacturer (10 marks)
  - ii. A retailer. (10 marks)
17. (A). Distinguish between location and localization of industries. (10 marks)
- (b). what factors influence the location of an industry. (10 marks)
- 18.(A). Distinguish between supply and demand. (4 marks)
- (b). Explain the factors which affect the supply of a particular commodity. (16 marks)
- 19.(a) Distinguish between branding and packaging. (4 marks)
- (b). Explain the characteristics of branded goods. (16 marks)
  - (c). Explain the benefits of branded goods. (10 marks)

**END**