

Name:..... Admn no:.....Class:.....

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BUSINESS STUDIES

PRE MOCK MARCH 2017

TIME: 2 HOURS



ALLIANCE GIRLS HIGH SCHOOL

BUSINESS STUDIES

PRE- MOCK MARCH 2017

TIME: 2 HOURS

INSTRUCTIONS TO STUDENTS

Answer all the questions in the spaces provided

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1. Outline any four circumstances under which a manufacturer would prefer to sell his products directly to consumers (4mks)

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2. State any four uses of a business plan (4mks)

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3. Outline four characteristics of a perfectly competitive market structure (4mks)

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4. State any four disadvantages of a partitioned offices(4mks)

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5. Outline any four functions of money in an economy (4mks)

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6. Highlight four element of communication (4mks)

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7. State whether the following factors would either lead to a shift in or a movement along the demand curve (4mks)

Factors	Effect
A decrease in population	
A decrease in the value added tax of a product	
An increase in the price of a product	
An increase in real income of consumers	

8. The following information relates to Onyango Trader for the year ended 30th May, 2014

Gross profit	260,000
Salaries	30,000
Repairs	16,000
Discount allowed	13,000
Discount received	42,000

Prepare a profit and loss account for Onyango traders for the year ended 30th May 2014 (4mks)

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9. State four source documents used for accounting purposes (4mks)

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10. Outline four assumptions to the circular flow of income in a two sector economy (4mks)

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11. Outline four benefit of a good transport to consumers (4mks)

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12. Highlight four benefits of using electronic filing (4mks)

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13. Record the following transaction in the cash book of Kato Traders for the month of June 2010 and balance it. (4mks)

June 1 Cash at hand 10,000, cash at bank 25,000
 3 Cash sales directly banked 30,000
 6 Paid Roby 9,200 and Rotich 10,000
 30 Banked all the cash except 1,400

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14. State four uses of National income statistics (4mks)

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15. Outline any four content of an insurance policy (4mks)

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16. Highlight four disadvantages of a public warehouse (4mks)

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17. Owade a small scale retailer had an opening capita balance 320,000 as at 30th June 2015. The year ended 30th June 2016. The business made a net profit of 100,000. Owade made drawing of 4,000 each month for personal use. Compute the clothing capital as at 30th June 2016.

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18. A firm wishes to introduce a new product into the market. Outline four factors that should be considered in choosing an appropriate medium for promotion (4mks)

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19. Identify the following types of partnerships

i. Temporary partnerships

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ii. Permanent partnerships

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iii. General partnerships

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iv. Limited partnerships
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20. Outline any four characteristics of credit payment (4mks)

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21. Outline four benefits that accrue to a customer who uses automated teller machine (ATM) banking services (4mks)

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22. Visitors to DTN bank offices have been complaining of lack of etiquette from the bank staff. Highlight four measures that the workers can take to improve the office etiquette (4mks)

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23. The following information relates to the business at Oyaro, Onanga, Jenifer and Kiarie. Determine the value of A, B, C and D.

Business	Assets	Capital	Liabilities
Oyaro	500,000	300,000	A
Onanga	B	1,200,000	800,000
Jenifer	300,000		120,000
Kiarie	700,000	500,000	D

24. State four reasons why ethical practice is necessary in product promotion (4mks)

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25. Outline four reasons why supermarkets are becoming increasingly popular in Kenya

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