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SECTION A: ANSWER ALL QUESTIONS

- 1. State **four** external factors that may negatively influence the operations of a business (4mks)
 - (a) _____
 - (b)
 - (c)
 - (d) _____
- 2. Mambo is an ambitious entrepreneur who intends to start a large scale Yoghurt processing business. Outline **four** reasons why he must prepare a business plan before he starts up (4mks)
 - (a)
 - (b)

 - (d)
- 3. Identify the office machine used to perform each of the following functions

	Function	Office Machine	
(a)	Trimming documents into required sizes and shapes	48	
(b)	Producing cash receipts reflecting tax paid		C
(c)	Counting money		
(d)	Destroying confidential material no longer or needed		

Mention **four** measures the government may undertake to provide investors with an enabling business environment (4mks)



5.

6.

4.

State **four** factors that may make a school to use a letter instead of a telephone in placing orders for books from a publisher.

- (a) ______(b) _____

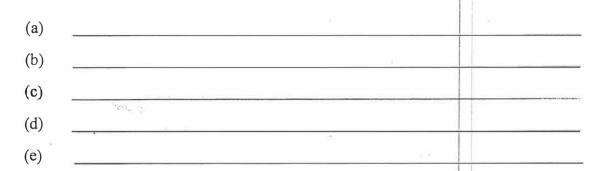
- (d)

Outline **four** ways in which consumers are likely to suffer in a situation where there are no warehousing services (4mks)

- (a) (b) (c) (c) (c) (c) (c) (c) (c)
- 7. Wakulima Enterprises acquired a building valued at sh 1,000 000 on 1st January 2017. The building was insured with two insurance companies Blue Shield and Amaco for sh 600,000 and 400,000 respectively

In May 2017 fire damaged the building causing Wakulima Enterprises to suffer a loss of 20% of the building value. Caiculate the amount that was contributed by Blueshield and Amaco to cover the loss (4mks)

Product promotion should be legal, decent, honest and truthful. State five unacceptable practices a trader may engage in or during product promotion (5mks)



4ree

9.

8.

Saruji Safi Ltd is a new cement manufacturer. Outline four external economies of scale the firm may get if it starts operations at Bamburi. (4mks)

10. Classify the following resources as either economic or non-economic (5mks)

is

(a) Air

(a)

(b)

(c)

(d)

(b) Gold

(c) Pineapples for making pineapple juice

- (d) Piped water
- (e) Sun shine

11. Highlight four negative effects of an ageing population to an economy (4mks)

(a) (b) (c) (d)

12. Wholesalers and retailers are important in the chain of distribution. However there are instances when they are eliminated from the chain. Identify **four** of these instances



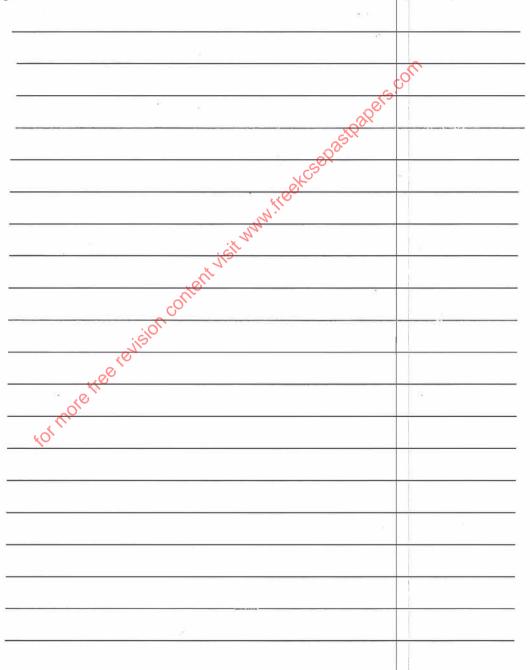
SECTION B: ANSWER ANY 5 QUESTIONS

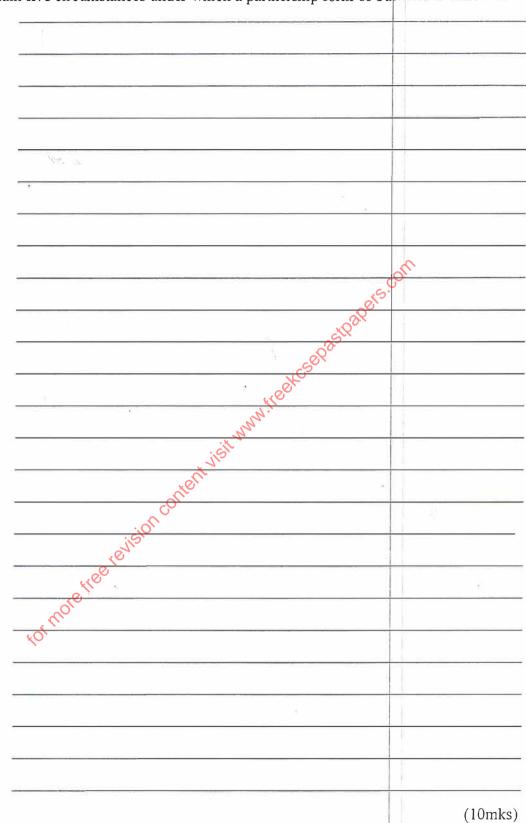
13. Many schools in Kenya have purchased school buses through hire purchase finance. Explain any five reasons why many companies are offering hire purchase schemes to their customers. (10mks)

14. The table below represents farmers' supply of cabbages in a local urban centre

Year	Quantity of cabbages (kgs)
2001	20,000
2002	15,000
2003	10,000

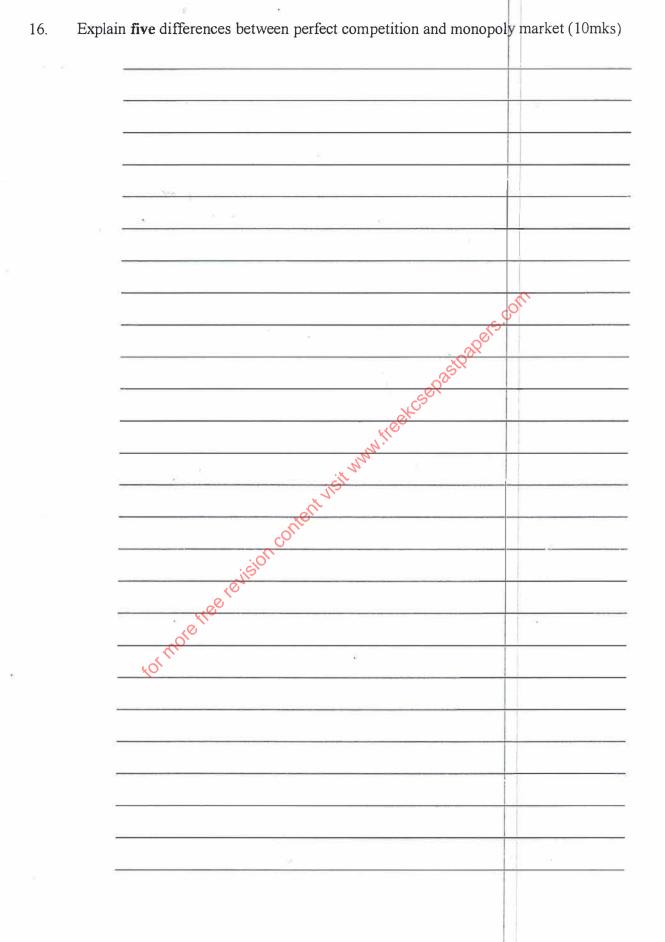
Assuming that price remained constant. Explain five reasons for the trend in supply of (10mks)



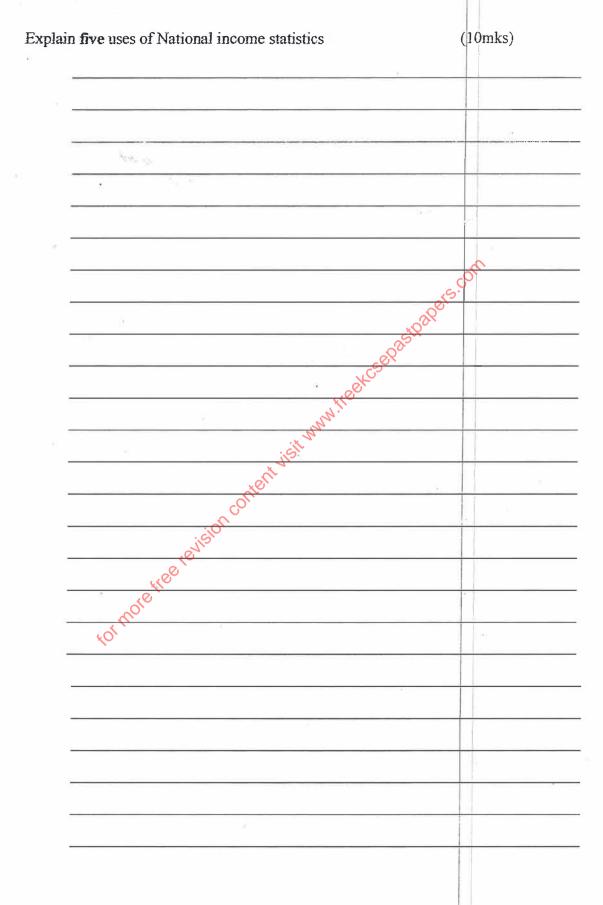


ζe.

15. Explain five circumstances under which a partnership form of business is dissolved



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- 17. Explain five reasons why consumers need protection against malpractices by some traders (10mks)



18.