b) **KABAKA TRADERS**

 **TRADING PROFIT AND LOSS A/C**

 **FOR THE YEAR ENDED 30/6/2021**

|  |  |
| --- | --- |
| Opening stock 100,000Purchases 600,000Carriage inwards 40,000Return outwards 20,000C.O.G.A.F.S 720,000Closing Stock 135,000C.O.G.S 585,000Gross profit c/d 235,000 820,000ExpensesCarriage outwards 3,000Rent 60,000Discount allowed 18,000General expenses 7,000Net profit c/d 147,000 235,000 | Sales 900,000Return inwards 80,000Net sales 820,000 820,000Gross profit b/d 235,000Net profit B/d 147,000 |

**3** a) – Protection of citizens from exploitation/malpractices

* + Provision of essential goods/services at fair prices
	+ Help solve unemployment problems hence improve standards of living.
	+ Provision of investments which are essential but require large capital.
	+ Creates competition forcing private sector to provide quality capital
	+ Help reduce foreign domination of the country’s economy.
	+ Promote fairness in distribution/use of resources
	+ Control use of resources through conservation thus ensuring sustainability.
	+ Income generation through taxation, licensing to finance government expenditure.

 **b) Factors that influence entrepreneurial practices**

* Positive/ good societal attitude
* Government support
* Good peer influence
* Proper education and training
* High number of successful entrepreneurs
* High number of financial institutions
* High level of personal motivations ]
1. a) Loans – borrowing from banks and other financial institutions.

b) Ploughing back profit/Retained profit – profit not shared but used to expand/ run the

 business.

c) Trade credit/buying goods on credit so as to pay at a later date.

d) Hire purchases – buying goods and paying them on installment basis.

e) Debentures to the members of the public.

f) Sale of idle assets – to run business activities/ meet its financial obligations.

g) Bank overdraft –To finance short term obligations.

b) Interdependent in decision making to avoid counter reactions from other firms.

* Interdependent in decision making to avoid counter reactions from other firms.
* Deal in similar commodities which have been differentiated through colour,

 packing , pricing.

* Engage in non-price competition through aggressive advertising market segmentation, after sale services etc.
* Few-large firms which control substantial share of the market.
* Engage in price rivalry/competition which may lead to survival or collapse of firms.
* Price rigidity due to fear of selling above or below kinked demand curve.
* Price leadership where the dominant firm dictates market price which rules the market.

5 a)

* Suitable location to receive and issue goods
* Proper buildings suitable to the type of goods to be stored
* Equipment and facilities for handling goods such as forklifts
* Safety equipment for protection of goods against water and sunshine and personal protection
* Accessibility to its users near transport system
* Enough space for easy movement and accommodation of goods
* Well trained staff for proper management
* Requirement of the law

b)

* Increase government expenditure to stimulate aggregate demand, hence the level of production
	+ Encourage local private investment to increase productivity
	+ Diversify the Kenyan economy
	+ Protect local industries from foreign competition in order to maintain employment level
	+ Find market for locally produced goods through aggressive export promotion in order to expand production capacities of local industries

***6 (a) Five channels for distribution of imported*** manufactured goods ***.***

1. Foreign manufacturer → local consumer
2. Foreign manufacturer → Foreign agent/exporter → local consumer.
3. Foreign manufacturer → Foreign agent → local agent → local consumer.
4. Foreign manufacturer → local agents/importers → local consumer.
5. Foreign manufacturer → Foreign agent → local agent/import merchant → local wholesaler → local consumer.
6. Foreign manufacturer → Foreign agent → local agent→ local wholesaler → local retailer →local consumer.
7. Foreign manufacturer → local agent/import merchant → local wholesaler → local retailer → local consumer.
8. Foreign manufacturer → local retailer → local consumer.
9. Foreign manufacturer → local wholesaler→ local consumer.
10. Foreign manufacturer → local wholesaler → local retailer→ local consumer.
11. Foreign manufacturer → foreign agent → local wholesaler → local consumer.
12. Foreign manufacturer → Foreign agent → local wholesaler→ local retailer → local consumer.
13. Foreign manufacturer → own retail outlet → local consumer.

(b) **Konate Traders**

 **Three column cash book**

 **As at 31st Dec 2010**

|  |  |  |  |  |  |  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- | --- |
| Date | Details | L.F | D.A | Cash | Bank |  | Date | Details | LF | DR | Cash | Bank |
| 1st /123/128/129/1231/12 | CapitalTilaKatuSalesCash | c | 10004001400 | 100000100000 | 20000019000760080000306600 |  | 1st /122/126/1210/1211/1231/1231/12 | FurniturePurchasesKahamaWagesElectricityBankBalance | cc/d | 25002500 | 2000080000100000 | 50000400002250010000184100306600 |