**NAME………………………………………………………………………………ADM…………………………………..CLASS……………..**

***GATITU GIRLS SECONDARY SCHOOL***

***BUSINESS STUDIES PP1 MID-TERM EXAM 1ST TERM 2017 fm4***

1. Highlight **four** reasons why personal selling is popular way of product promotion among producers.

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1. Mention **four** sources of capital to the sole proprietor. (4mks)

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1. Outline **four** measures that an employer can put in place to improve the performance of her human resource. (4mks)

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1. State whether each of the following transactions will increase, decrease or have no effect on the Balance Sheet totals (4mks)

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| --- | --- |
| Transaction | Effect on Balance sheet totals |
| 1. Sold a private car and deposited the money in business bank account |  |
| 1. Withdrew money from bank for office use |  |
| 1. Paid Mr. Kimeli, a creditor in cash |  |
| 1. Purchased a Motor car by cheque |  |

1. Highlight **four** conditions that must be met in order for an insurance contract to be valid. (4mks)

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1. Enter the following transactions in the relevant book of original entry (4mks)

2014 June 1. Made cash purchases worth sh. 25,000

,, 5. Paid sh.38,000 by cheques in full settlement of a debt owed to Kibogong after deducting a 5% cash discount.

,, 12. Bought stationery and paid by cash sh.19,000. ,, 19. Settled a debt of sh.90,000owed to Yatich stores by cheque after deducting a 3% cash discount.

,, 28. Paid the month’s salaries of sh 80,000, by cash, sh. 30,000 and the balance by cheques.

1. Outline **four** ways which the government can use to influence the supply of maize in Kenya. (4mks)

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1. Outline **four** negative effects of young population to an economy. (4mks)

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1. Highlight **four** benefits enjoyed by a holder of a credit card (4mks)

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1. The following balances relate to the business of Roba Traders during the period ended 31st March 2014.

Shs.

Cash at bank 680,000

Premises 500,000

Machinery 175,000

Creditors 190,000

Furniture 85,000

Motor van 200,000

Cash in hand 50,000

Extract the trial balance of Roba Traders as at 31st March 2014. (4mks)

1. Highlight **four** circumstances under which air transport can be preferred to transport goods from one place to another. (4mks)

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1. Study the following document used in home trade.

|  |
| --- |
| SIRO TRANSPORTERS CO. LTD  SIRO BUILDING,  OLOO STREET, NANDI ROAD  P.O BOX 100, ELDORET |
| SUPPLIER’S NAME & ADDRESS BUYER’S NAME & ADDRESS |
| HANDLING INFORMATION  QUANTITY DESCRIPTION WEIGHT(KGS) COMMODITY /ITEM NUMBER TOTAL |
| TRANSPORT CHARGES PAID ………………………………………………………………………………………………………………  SIGNATURE OF TRANSPORT CO. SIGNATURE OF SELLER  …………………………………………………… ………………………………………….  DATE …………………………………………. DATE ……………………………….. |

1. Name the document shown above \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_ (1mk)
2. Name two uses of the document \_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_\_and \_\_\_\_\_\_\_\_\_ \_\_\_ 2mks
3. List **four** costs incurred by intermediaries in the chain of distribution (4mks)

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1. Prepare ledger accounts from the following transactions relating to Tito Traders for the month of January 2015 (4mks)

January 5th sold goods for Shs 20,000 cash

10th bought furniture for Shs 50,000 on credit from Jamwal Traders

21st Paid Shs 10,000 cash to Jamwal traders

21st Returned furniture worth Shs 6,000 found damaged to Jamwal Traders

1. Highlight any **four** features of perfect competitive market (4mks)

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1. Highlight **four** factors that determine the National income of a country. (4mks)

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1. Outline **four** ways in which the problem of scarce resources can be addressed by a consumer. 4mks

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1. Highlight **four** ways in which local resources can be managed to alleviate unemployment problems in Kenya. (4mks)

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1. Outline **four** factors that comprise a negative internal environment in a business. (4mks)

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1. Given below are functions of office equipment. Identify the name of the equipment against the rightful use (4mks)

|  |  |
| --- | --- |
| **Functions of the Machine** | **Office Equipment** |
| 1. Used in posting information to ledgers and preparing payrolls |  |
| 1. To transmit printed messages such as photographs, letters, and maps |  |
| 1. Usually fire proof where important documents in an organization are stored |  |
| 1. Used to carry out many functions such as storing information, typing and performing complex calculations |  |

1. Outline **four** factors that may give rise to monopoly power in an economy. (4mks)

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