

BUSINESS STUDIES

H.O. 2
KARUNGA GIRI HIGH SCHOOL
P.O. BOX 274-01030 GATUNDI

Date: 15/10/24

- 1 State the types of human wants. One would satisfy 4mks
in each of the following.
 - (a) A tourist going to Maasai Mara National Park _____
 - b Cooking food for school children _____
 - c Playing football _____
 - d Putting on clothes _____
- 2 Classify each of the following factors as either micro or macro 4mks
 - a Business facilities _____
 - b Culture of the people _____
 - c Workers _____
 - d Legal systems _____
- 3 Highlight four reasons why a cheque may be dishonoured. 4mks
- 4 Outline four benefits of entrepreneurship to the government (4mks)
- 5 Susan sold goods to Celline priced at Sh 2500 on credit. She allowed her a trade discount of 10% for 1 month payment and 5% for 2 months payment. If Celline paid within 1 month, calculate how much she paid (4mks)
- 6 Identify the appropriate office machine for each of the following tasks. (4mks)
 - a) Destroying sensitive but unwanted documents _____
 - b) Trimming documents into required shapes _____
 - c) Folding documents, placing them in envelope and sealing them. _____
 - d) To arrange papers in a required order _____
- 7 State functions of customers care desks in organisations

8 State four reasons for ethical practice in business (4MKS)

9 Mpesa has become a popular means of payment in Kenya. Outline four reasons why many business people are preferring it more than cash (4MKS)

10 Outline four features of Chain Stores (4MKS)

11 State four demerits of Division of labour and Specialization (4MKS)

12 Identify factors to be considered by the entrepreneur when determining the business opportunity viability (4MKS)

13 Mention four factors that may influence a firm's decision on the types of goods and services to produce.

14 Classify the following type of competition as either generic or enterprise.

- (a) Local shoe manufacturing Company competing with imported shoes
- b Bido Company limited competing with Kapta oil refineries limited in production of cooking oil
- c Soda processing company competing with juice processing Company
- d Mangu boys high school competing with Kiambu high in academic contests

15 Outline four characteristics of a good filing system

16 Highlight four commercial services in the tertiary level of production.

17 Outline four Circumstances under which deferred payment may be appropriate to the seller.

18 State four differences between cheques and bill of exchange.

19 State four limitations of adoption of new technology by a business.

20 Highlight four factors that are causing many firms to collapse.

21 Give reasons why a manufacturer may offer after-sale services to his customers.

22 State the types of wholesaler described by the following statements.

(a) Deals in a wide range of goods from a given line of products

(i) Deals in a wide range of products and the products they deal with have distinct lines.

(c) Deals in a particular goods from a given line of products

(d) Specialize in selling particular products to other specialist wholesalers