

## FORM3 MARKING PP1 SCHEME; BUSINESS STUDIES

### 1. Features of perfect competition market

- there are large number of buyers and sellers
- homogeneity [uniformity] of the product
- each buyer and seller has a perfect knowledge of the market
- the buyers and sellers have the freedom to enter and leave the market
- there is no government interference
- there is no excess supply or demand
- there is perfect mobility of factors of production
- there is no transport costs incurred as its assumed the buyers and sellers are located in one area

### 2. Channels of imported vehicles

- Foreign producer –wholesaler-retailer-local consumer
- foreign producer-agent-wholesaler-retailer-local consumer
- Foreign producer-manufacturer’s representative-wholesaler-retailer-local consumer
- foreign producer-wholesaler-local consumer
- foreign producer-retailer-local consumer

### 3. Level of education

- inheritance-corruption
- nepotism in employment
- disparity in access to education /unequal education opportunities
- disparity in natural resources

### 4.Its a basic factor of production i.e. production cannot take place without it

- its supply is fixed
- it’s a natural resource

-its subject to the law of diminishing returns

-it has occupational mobility

-it lack geographical mobility

-quality is not homogeneous

-productivity of land can be increased by increasing quantity and quality of capital

### 5. When training juniors

- when evaluating the performance of employees
- when delegating duties from managers to the juniors
- when giving rewards
- when solving problems facing workers
- when dealing with those involved in misconduct

### 6.Polite request for payment before goods are sent to the buyer

- when the seller does not want to give credit to the buyer
- Its issued to an agent who sell goods on behalf of the seller
- used by importers to get customs clearance before goods are sent
- serves as quotation
- sent to the buyer to show what he would pay if he bought the goods

$$7.A=C+L \quad X=1800,000$$

$$C=A-L \quad Y=600,000$$

$$L=A-C \quad W=700,000$$

$$C=A-L \quad Z=6400,500-800,000=5600,500$$

### 8.proper storage facilities

- adequate communication within and outside the business
- adequate transport
- proper handling equipment
- well trained staff

- provision of safety facilities
  - proper inventory and stock control system
9. Enables the holder to get goods and services from specified sellers without paying immediately
- convenient to carry around
  - Enables the holder to get money from specified banks
  - Increases credit rating of an individual.
  - Its safe to carry the card around than to carry cash
  - Some cards are internationally acceptable
10. clean air                      -clean water
- safe buildings                      -proper landscaping
  - political goodwill
  - Availability of auxiliary services
  - favorable economic environment
  - Reliable and efficient legal system
  - No noise within accepted limits
12. commerce                      -Accounting
- office practice                      -Entrepreneurship
  - Economics
13. Its a saving plan
- has surrender value
  - Not indemnifiable
  - Does not require annual renew
  - can be assigned to beneficiaries
  - can be used as security for loans
  - cover for life until death or for a specified period
14. To ensure fairness in business\ no discrimination in business
- To promote honesty and integrity in business
  - To create good working relations

- To ensure that business complies with the laws of the land
- To ensure that there is no degradation and pollution of the environment
- To ensure that the business is socially responsible to the community
- creates fairness in competition
- Avoids consumer exploitation
- Eliminates use of unfair means of achieving business objectives

15. Trade discount  $2/100 \times 400,000 = 8,000$

$400,000 - 8,000 = 392,000$

-cash discount  $1/100 \times 392,000 = 3,920$

-Amount paid  $392,000 - 3,920 = \text{sh.} 388,080.00$

16. If the goods are fragile

-If the consumers are concentrated in one area

-If the goods are technical

-If the goods don't require the role of intermediaries

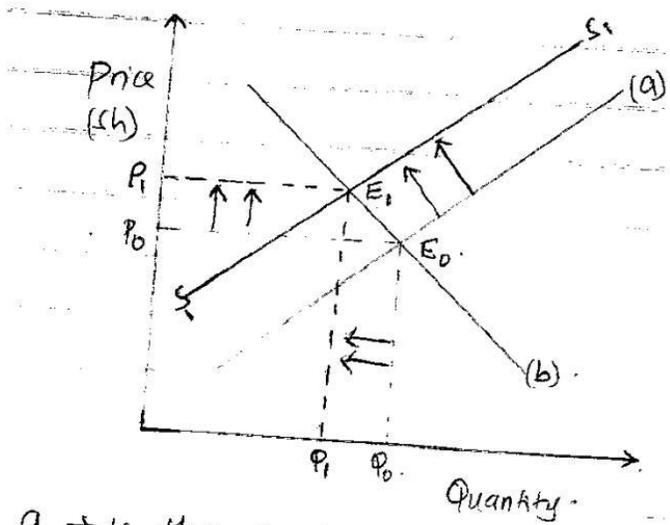
-If it's a government policy that a trader sells the goods directly

17.  $cc = oc + p + I - d$

$= 160,000 + 102,000 + 400,000 - [13500] \times 12$

$= 662,000 - 162,000 = \text{sh.} 500,000$

18.



a → is the supply curve.  
 b → Demand curve.

19. Grading - Blending Branding

- Breaking bulk

20. reduces government expenditure

- leads to efficiency in management

- Attracts foreign investors

- promotes invention and innovations

- Reduces political interference in the economy

- promotes accountability and reduce corruption

- Helps the government to raise revenue

- leads to production of high quality goods and services

- Leads to the production of a variety of goods and services

21. form utility - possessive utility

- time utility - place utility

22. a] internal or external

b] External c] Internal

d] Internal

23. have money value

- unevenly distributed - scarce in supply

- have utility - have alternative uses

- can change ownership - can be combined

Can be complimentary

24. Not disclosing the side effects of the product

- cheating on the performance of the product

- false pricing

- advertising that has negative effect on environment

- making offers that cannot be fulfilled

Promoting products as genuine but selling their counterfeits

- social cultural conflicts

25. Increase in sales volume

- Higher profit margins are realized

- goods can be repossessed if the buyer defaults payment

- ownership of the goods is retained until the payments is completed