Surname	Forename(s)	Centre Number	Candidate Number

ZIMSEC
For Performance Measurement

ZIMBABWE SCHOOL EXAMINATIONS COUNCIL

General Certificate of Education Ordinary Level

COMMERCIAL STUDIES 4065/1

Paper 1: Structured & Essays

SPECIMEN PAPER

2 Hours

Additional materials:
No additional material required

Allow candidates 5 minutes to count pages before the examination.

Time 2 hours

INSTRUCTIONS TO CANDIDATES

Write your Name, Centre Number and Candidate Number in the spaces at the top of this page and your Centre Number and Candidate Number on the top right corner of every page of this paper.
Check if the booklet has all the pages and ask the invigilator for a replacement if there are duplicate or missing pages.
Calculators may be used.

Shape all your letters very clearly.
Write your answers in the spaces provided on the question paper using **black** or **blue** pens.
Section A: Structured questions - Answer **all** questions in the spaces provided.
Section B: Essays: Answer **3** out of **6** questions.

INFORMATION FOR CANDIDATES

The number of marks is given in brackets [ ] at the end of each question or part question.

Question	1	2	3	4	5	6	Total
Section A							
Section B							

This question paper consists of 6 printed pages and 2 blank pages.

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SECTION A [40 Marks]

Answer **all** questions.

1 **(a)** Outline any**two** advantages of job production.

_____

_____ [2]

(b) Explain any **two** stages production.

_____

_____

_____

_____ [4]

(c) Mambo Ltd sold goods to Vingaya for $2 000 less 20% trade discount and 5 % cash discount. Calculate the following:

(i) Amount of the trade discount.

_____

_____

_____ [2]

(ii) Cash discount amount.

_____

_____

_____ [2]

2 **(a)** Identify any **two** stakeholders of a mining company.

_____

_____ [2]

(b) Distinguish between public and private sector of an economy.

_____

_____

_____

_____ [4]

3 **(a)** List any **two** telecommunication services.

_____

_____ [2]

(b) Copy and complete the table below, identifying the mode of transport suitable for each, giving a reason.

	Case	**Mode**	**Reason**
1	Carrying diamonds from Chiadzwa to Harare.	_____	_____ _____ _____ _____
2	Transporting coal from Hwange to Redcliff.	_____	_____ _____ _____ _____

[4]

4 A producer of women's shoes has the following data on a research carried out on the sizes for women.

Shoe sizes: 4, 6, 4, 7, 6, 5, 4, 4

(a) Using the given data, calculate the mean of the shoe sizes.

_____

_____

_____ [2]

(b) Evaluate the usefulness of the mode to the shoe producer.

_____

_____

_____

_____[2]

5 **(a)** Outline any **two** functions of the Zimbabwe Stock Exchange.

_____

_____

_____

_____ [4]

(b) Briefly explain any **two** short term sources of finance to a business.

_____

_____

_____

_____ [4]

6 **(a)** State any **two** characteristics of an entrepreneur.

_____

_____ [2]

(b) Distinguish between insurance and assurance.

_____

_____

_____

_____[4]

SECTION B

Answer any **three** questions.

1	**(a)**	Differentiate free market from planned economic systems.	[8]
	(b)	Discuss how the external environment affects commercial activities.	[12]
2		Discuss any **four** marketing mix variables used to market goods and services.	[20]
3		Discuss the importance of international trade to Zimbabwe.	[20]
4	**(a)**	Explain the importance of management functions to a business.	[10]
	(b)	Describe the contents of a business plan for an organisation of your choice.	[10]
5	**(a)**	Explain the need for business finance.	[8]
	(b)	Evaluate the usefulness of budgets to a producer of shoes.	[12]
6	**(a)**	Distinguish between sole traders and partnerships.	[10]
	(b)	Discuss the advantages and disadvantages of public sector organisations.	[10]

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