

**DEPARTMENT OF COMMERCE**  
**END OF TERM I EXAMINATIONS**  
**S.2 COMMERCE**

**TIME: 1 HOUR 20 MINUTES**

**INSTRUCTIONS**

- Answer all questions in section A and any two questions in section B
- All answers must be written on answer sheets provided

**SECTION A**

1. The following are replies to an inquiry except  
A. Quotation      B. Quotation      C. Catalogue      D. Order form
2. Itinerant traders would include  
A. Village stores      B. mobile shops      C. tied shop      D. single shops
3. The type of wholesaler who specialize in a line of products offering it to specialized retailers is called  
A. Desk      C. Rack jobber wholesalers  
B. Specialized wholesaler      D. Wagon wholesalers
4. A business document used when a seller requests for payments in advance is known as  
A. Indent      B. delivery note      C. invoice      D. proforma invoice
5. Find the odd man out  
A. Fishing      B. mining      C. beekeeping      D. textile milling
6. The services of Uganda police are categorized under  
A. Tertiary production      C. constructive industry  
B. Primary production      D. Direct production
7. Which of the following is a common means of payment?  
A. Cheque      B. Cash baskets      C. installment credit      D. cash on delivery
8. Miss Namulondo bought goods at 85,000 shillings. She was given 10% trade discount and cash discount of 5%. How much did she pay?  
A. Shs 99,415      B. Shs 72,250      C. Shs 72,675      D. Shs 76,500

9. Which document is sent to correct an overcharge on an invoice?  
A. Debit note      B. Credit note      C. Delivery note      D. Consignment note
10. Find the oddman out  
A. Capital utility      B. Marginal utility      C. Place utility      D. possession utility

**SECTION B**

11. (a) Define the term chain of distribution  
(b) Name and explain the chains of distribution available to businessmen in your country.  
(c) With a well labeled diagram illustrate the various chains available in your country.  
(d) Give the factors considered when choosing a chain of distribution
12. (a) Distinguish between an invoice and a bill  
(b) Give the contents of an invoice  
(c) Explain the steps taken when you receive an invoice from the supplier
13. (a) Distinguish between Hawkers and peddlers  
(b) Give reasons why the number of Hawkers are on an increase in Uganda  
(c) Explain disadvantages of small scale retailers in Uganda.

***GOOD LUCK  
NICE HOILIDAY!!!***