

Time: 2 hours 30 minutes

Marks: 100

Instructions to Candidates

1 Write the centre number and your examination number in the spaces provided on every page of the separate Answer Booklet provided.

2 There are ten (10) questions in this paper. Answer any five (5) questions.

3 Write your answers in the separate Answer Booklet provided.

4 If you use more than one Answer Booklet, fasten the Booklets together.

Information for Candidates

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

2 Non programmable calculators may be used.

3 Cell phones are not allowed in the examination room.

- 4 (a) When partners are **not** able to come up with an agreed Articles of Partnership, they resort to using the Partnership Act of 1890. State the guidelines contained in this Act. [5]
- (b) In connection with Public Companies, explain the following terms:
- (i) Limited [5]
- (ii) Public [5]
- (c) Distinguish between Public Utility Corporation and Public Limited Companies. [5]
- [Total:20]
- 5 (a) Define Stock Exchange. [5]
- (b) (i) What is the role of a dealer on the Lusaka Stock Exchange? [5]
- (ii) What are the main characteristics of Debentures? [5]
- (c) Outline the differences between stocks and bonds. [5]
- [Total:20]
- 6 (a) (i) State **five** documents used in transport. [5]
- (ii) Give the advantages of using pipelines as a means of transport. [5]
- (b) (i) Explain the characteristics of goods that are carried by air, and give examples of each. [5]
- (ii) Describe the disadvantages of using sea transport to an exporter. [5]
- [Total:20]
- 7 (a) State **two** types of cheques. [2]
- (b) Explain the features of the following types of accounts.
- (i) Savings Account [6]
- (ii) Save As You Earn Account [6]
- (iii) Investment Account [6]
- [Total:20]
- 8 (a) Identify **four** telecommunication services used by business people. [4]
- (b) Briefly explain the following:
- (i) Circulars [4]
- (ii) Cash on Delivery [4]
- (iii) Data Post [4]
- (iv) Post Boxes [4]

- 9** (a) State the purpose of Insurance. [4]
- (b) Describe the following terms used in Insurance:
- (i) Subrogation [5]
- (ii) Endowment Life Policy [5]
- (c) Outline the features of fire Insurance. [6]

[Total:20]

- 10** (a) State the factors that influence the choice of media in advertising goods. [5]
- (b) (i) What are the other uses of advertising other than to promote sales? [5]
- (ii) Agricultural Shows are proving to be a popular mode of advertising.
Discuss. [5]
- (iii) Explain collective (Generic) advertising in connection to producers of goods. [5]

[Total:20]