

INTERNAL SEMINAR QUESTIONS 2020

1. A. Explain the following terms as used in taxation
 - I. Tax base
 - II. Tax rate
 - III. Tax liability
 - IV. Tax compliance
- B. Explain the principles of taxation

2. A. Explain the importance of taxation
- B. Give the disadvantages of taxation
- C. Explain the problems that face the tax system of Uganda

3. A. Give the various sources of government revenue
- B. Outline the stake holders in the tax system of Uganda
- C. Explain the roles of Uganda revenue Authority

4. A. Give the different types of trade unions
- B. Explain the tools used by the trade Unions to achieve their objectives

5. A. Why do trade unions demand for higher wages?
- B. Explain the advantages and disadvantages of trade unions in Uganda

6. A. Why is market research carried out?
- B. How is market research carried out?
- C. Explain the problems facing the traders while carrying out market research?

7. A Kwata traders association had the following records as at 31st December 2014

	Shs
Debtors	390,000
Stock	840,000
Net profit for the year	620,000
Creditors	800,000
Equipment	280,000
Premises	950,000
Drawings	350,000
Bank loan	970,000
Capital	1,000,000
Cash at	
Bank	540,000
Hand	40,000s

- I. Prepare a balance sheet for the association
- II. Determine
 - a. The value for total fixed assets
 - b. Total current assets
 - c. Long term liabilities
 - d. Working capital

8. A Out line four examples of itinerant traders

B Give the functions of a retailer to a consumer

c. Explain the qualities of a good retailer

9. A Give the different chains of distribution used in Uganda

B explain the advantages and the disadvantages of automatic vending

10. A Explain the following terms as used in commerce

I. Balance of trade

II. Balance of payment

III. Terms of trade

B Explain the limitations of International trade

11. A. What is meant by the term Regional Integration?
B Explain the advantages and disadvantages of regional Integration.
12. A Distinguish between a share and a debenture
B Give the advantages of Joint stock companies over sole proprietorship
13. A Give the demerits of Joint stock companies
B Explain the formation process of a Joint stock company
14. A Explain the Principles of co-operative societies
B What led to a decrease in the number of Co-operative societies in Uganda?
15. A Distinguish between Nationalization and Privatization
B Out line the different forms of Government involvement in business
B Give the advantages and disadvantages of Nationalization
16. A Explain the essentials of a transport system
B Why is transport important in Commerce?
17. A Give the requirements of a good port
B Why Road transport is more preferred than Water transport?
18. A. What hinders communication to be effective?
B Explain the services of the Uganda post office
19. A Define the following terms as used in commerce
I. Risk
II. Loss
III. Sum insured
IV. Insured
V. Policy
B Explain the procedures of taking out an insurance

20. A Give the qualities of good money
 B what are the functions of money?
 C What led to the down fall of Barter system?
21. A What may cause a cheque to be dishonored
 B Why are cheques not commonly used in Uganda?
22. A. What factors are considered by the bank when giving a loan?
 B Explain the methods used by the central bank to limit money in circulation
23. A Define the term mark up
 B.1 The following records of 2014 were extracted from the books of Wanyama a small Trader in Kasese trading centre

	Shs
Turn over	584,000
Margin	25%
Expenses	58400
Calculate	

- I. The total cost of sales
- II. Gross profit
- III. Net profit
- IV. Net profit as a percentage of turn over

B.11

Opening stock	Shs 12,000,000
Total purchases during the year	Shs 8,000,000
Total sales during the year	Shs 20,000,000
Sales return	Shs 28,000
Closing stock	Shs 200,000
Purchase returns	Shs 32,000
expenses	Shs 100,000

You are required to determine

- | | | |
|-------------------------------|------------------------|------------------|
| I. Cost of sales | III. Average stock | V. Profit margin |
| II. Gross profit for the year | IV. Rate of stock turn | VI. Net profit |

24. A prepare a trading profit and loss account and a Balance sheet from the following Information extracted from the books of Kwata traders association.

A TRIAL BALANCE FOR THE PERIOD ENDING 31ST DECEMBER 2014

ITEMS	DEBIT (SHS)	CREDIT (SHS)
Debtor	12407	
Creditors		18669
Purchases	48985	
Sales		142007
Return in wards	1046	
Return out wards		2134
Cash at bank	8362	
Cash at hand	978	
Wages for the workers	36046	
Salary	18591	
Sewing machine	11650	
Rent	6000	
Packing materials	3259	
Electricity	2814	
Shop fittings	6950	
Stock 1 st January 2014	42161	
Capital		36439
	<u>199249</u>	<u>199249</u>

25. A The following information was extracted from the books of Henry and sons company ltd
On 31st December 2014

	Shs
Stock 1 st January 2014	35,000,000
Creditors	50,000,000
Capital	200,000,000
Loans	40,000,000
Purchases	132,000,000
Closing stock	40,000,000
Return out wards	7,000,000
Cash	10,000,000
Bank	35,000,000
Debtors	40,000,000
Lorry	120,000,000

Calculate

- I. Net purchases
- II. Average stock
- III. Sales at cost
- IV. Rate of stock turn
- V. Working capital

- B If the business markup was 25%

Calculate

- I. The total net sales of the firm
- II. The gross profit
- III. The margin

26. A. Describe the methods through which an importer can pay for the goods he has received
b. Explain the characteristics of a good port

27. A. Give the ways through which the government can improve the Balance of payment
b. Explain the disadvantages of importing goods by less developed countries

28.

- a. Differentiate between Publicity and public relations
- b. Identify the challenges faced in public relations
- c. Give solutions to the challenges of public relations
- d. Explain the importance of good public relations

29.
 - a. Explain the services offered by the post office to the public
 - b. Why are post office services not so common these days?

30.
 - a. Give some examples of insurable risks and non insurable risks
 - b. Explain the term pooling of risks as used in insurance
 - c. Insurance is gambling discuss

31.
 - a. Give the meaning of Tourism
 - b. Describe the various tourism attractions in Uganda
 - c. Discuss the challenges facing tourism industries in Uganda
 - d. Suggest solutions to the tourism challenges in Uganda

32.
 - a. State the aims of trade unions
 - b. Explain the challenges of trade unions
 - c. How can the above challenges be over come?

33.
 - A. Explain the economies of small scale
 - b. State the law of demand
 - c. Explain the methods of determining prices
 - d. What may cause a consumer to buy more of a commodity in a given period?

34.
 - a. Outline the different types of financial markets
 - b. Give the advantages of financial markets
 - c. Explain the functions of financial Markets

35.
 - a. Give the various sources of Government revenue
 - b. What are the qualities of a good tax system?
 - c. Why are most people, not tax compliant?

36.
 - a. Explain the ways the government can use to support the private sector
 - b. give the methods used by the government to control the private sector

37.
 - a. Define the term privatization
 - b. Explain the arguments for and against privatization

39.
 - a. Explain the steps taken by your government to promote trade with other countries
 - b. Explain the factors that limit the smooth flow of International trade

40.
 - a. Distinguish between Pipe line transport and Containerization
 - b. Give the advantages and disadvantages of pipe line transport

41. a. Distinguish between the following terms as used in banks
 I. Bank account and statement of account
 II. An open cheque and a closed cheque
 III. Credit transfer and standing order
 b. Explain the precautions a drawer can take to ensure the security of his/her cheque
 c. Why is a bank draft preferred as a means of payment?
42. a. Differentiate between a Peddler and a Hawker
 b. Give reasons to explain why the number of Peddlers is on an increase in Uganda?
43. a. Distinguish between the following terms
 I. Stock taking and stock valuation
 II. Return in wards and return out wards
 III. Income statement and balance sheet
 IV. Turnover and Rate of stock turn
 V. Bankruptcy and solvency
 b. The following extract is from the books of Gandu and sons enterprises for the year 2016 ended 31st December

ITEMS	SHS
Stock 31 st December 2016	1,098,000
Average stock	936,000
Purchase	13,320,000
Sales	16,560,000
Return outwards	342,000
Return in wards	126,000
Years overheads	1,026,000

Required

- I. Cost of sales
 II. Gross profit ratio
 III. Net profit ratio
 IV. Markup
 V. Rate of stock turn
44. a. Distinguish between Sales promotion and advertising
 b. Explain the following terms as used in sales promotion
 I. Sampling
 II. Sales portfolio
 III. Sales manual
 IV. Premium
 V. Contests

c. Outline the merits and demerits of personal selling as a form of sales promotion

45. a. Explain the following terms as used in taxation
- I. Indirect tax
 - II. Direct tax
 - III. Death tax
 - IV. Custom tax
 - V. Tax incidence
- b. Explain the importance of taxation in Uganda
- c. Identify the challenges faced by the tax authorities in your country
46. a. Distinguish between after sales service and self service
- b. Outline the merits of self service in business
- c. Explain the ways of setting prices of the product in a market
47. a. Why do countries restrict International trade?
- b. Explain the problems faced by the exporters in your country
- c. What is the role of multinational organization (interstate enterprises) in the development of trade?
48. a. Define the term Privatization
- b. Outline the reasons why the government of Uganda has continued to sell off its enterprises
- c. Despite the benefits of privatization, explain why the government still owns some of the enterprises
49. a. Why is small scale retailing the most common type of business in Uganda?
- b. under what circumstances may whole sellers be eliminated from the chain of distribution
- c. Explain the problems facing the Retailers of your country

50. a. Outline the ways retailers use to increase their turnover in the business

b. The following records were extracted from the books of ME and YOU enterprises ltd for the year ended 31st December 2016

ITEMS	SHS
Capital	7,700,000
Debenture	10,500,000
Creditors	5,600,000
Land and buildings	12,600,000
Closing Stock	7,700,000
Cash in hand	3,360,000
Net profit	5,600,000
5 years bank loan	6,300,000
Bank over draft	5,320,000
Furniture	8,400,000
Debtors	7,560,000
Drawings	700,000
2 year bank loan	3,150,000
Equipment and tools	2,800,000
Cash at bank	2,450,000

Determine

- I. Borrowed capital
- II. Fixed capital
- III. Circulating capital
- IV. Working capital
- V. Owners equity
- VI. Capital employed
- VII. Return on capital employed

