

Commerce

JAMB

Questions

Commerce 1994

Commerce is defined as the study of how A. man utilizes the resources in his physical environment man produces, distributes and consumes his goods and services man buys, sells and distributes goods and services raw materials are changed into finished goods.

The type of activity which turns processed raw materials into consumer and industrial goods is described as

- A. extractive
- B. manufacturing
- C. constructive
- D. processing

The production process that combines two or more raw materials into one end product is

- A. conditioning
- B. blending
- C. merging
- D. synthesis.

A demonstration of social responsibility by a business is the payment of A. taxes to government B. dividends to shareholders interest on loans premium for insurance.

A distinguishing characteristic of a limited liability company is that it is a collection of many sole proprietors is a multiple partnership can sue and be sued D. has limited resources.

Which of the following takes place when firms producing at different stages in the same industry combine? Conglomeration B. Vertical integration C. Horizontal integration D. Cartel.

Which of the following groups is paid first when a firm liquidates? A. Preference shareholders. Debenture holders Ordinary shareholders. Cummulative preference shareholders.

Compulsory dissolution of a business can arise from an agreement by the owners a declaration by a court of law the termination of its life an unfavourable economic climate.

Use the data below to answer questions 9 and 10.

**MBV Enterprises
Balance Sheet as at 31st December, 1992**

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Liabilities	N	Assets	N	N
Capital		Fixed Assets		
Balance as at Jan. 1, 1992		Fittings 9,200		
Add Net Profit		60,000 Vehicles	7, 500	16,700
		5,250		
		65 , 250		
Less Drawings		6 , 600		
		58,650		
		Current Assets		
		Stock in hand 8,800		
		Debtors 15,500		
Current Liabilities		Cash at Bank 21,000		
Creditors	9,730	Cash in hand 6,380		51,680
	68,380		68,380	

What is the circulating capital of the sole proprietor?

- A. N27, 380 B. N34, 980
C. N36, 180 D. N51, 680

10 What is the working capital as at December 31, 1992?

- A. N65, 250 B. N60, 000
C. N48, 650 D. N41, 950

A company earned a total revenue of N108 million with a total cost of N91 million in 1991. If it paid 45% tax on its gross profit for that year, determine its net profit. A. N24.65 million. B. N17.00 million.

- C. N9.35 million. D. N7.65 million.

What are fixtures and fittings in a balance sheet?

- A. Liquid capital B. Current assets
C. Fixed assets D. Working capital

Government impose import duties for the following reasons EXCEPT

- to raise revenue for other services
to act as as a retaliatory measure against other governments
to discourage the redistribution of income at home D. to protect home industries from external competition.

Sole enterprise may flourish best in A. a mining business B. a retailing business
an oil exploration business
a car assembly business

The use of coin-operated machines to sell goods is a form of

- personal selling B. retailing C. wholesaling D. mail-order selling.

What is the major function of the wholesaler?

- Buying from small-scale producers and selling to exporters.

Buying in bulk and selling in small quantities
Granting of credit facilities to retailers

- Providing information to manufacturers on market situation.

The rate at which a country's exports exchange for its imports is called

- A. balance of payments B. balance of trade
C. terms of payment D. terms of trade.

What

is the

difference

between the total payments for imports and the receipts from exports within a given period is referred to as

- A. balance of payments B. balance of trade
comparative cost advantage D. comparative advantage

A *pro forma* invoice is *NOT* required when quoting for the supply of goods goods are sent on approval dealing regularly with a customer final prices are uncertain.

Which of the following statements is *TRUE* about sea transport?

- All ships have specific routes to ply.
All ships must be insured at every journey
All ships are insured separately from the crew
All ships normally arrive at their destination with goods.

The postal organization which preceded in Nigerian Postal

- Service is
Post and Telecommunications
Post and Telephone
C. Post and Teleprinter D. Post and Telegraph.

Goods discharged from ships on which import duties have not been paid are kept in the
ordinary warehouse B. public warehouse C. private warehouse D. bonded warehouse.

A sole proprietor insured his goods worth N200,000 for half the value. There was a fire incident in which goods valued at N80, 000 were destroyed. The value of compensation expected from the insurer is
N40,000 B. N80,000
C. N100,000 D. N200,000

One of the effects of the devaluation of the Naira is that the

- goods that can be imported with the Naira have become cheaper
value of other currencies relative to the Naira have become cheaper
goods that can be exported from Nigeria have become costlier
imports that can be bought with the Naira have become costlier.

Drawing two parallel lines across a cheque means that is has to be paid into the account of the

- payee B. drawer
C. drawee D. payer.

The financial institution established to boost Nigeria's trade with the rest of the world is called
A. Nigerian Deposit Insurance Corporation
B. Nigeria Economist Reconstruction Fund
C. Nigerian Industrial Development Bank
D. Nigerian Export-Import Bank.

Which of the following is both direct and indirect credit enterprises?

- A. Co-operative and thrifts society.
- B. Retail co-operative society.
- C. Consumer co-operative society.
- D. Wholesaler co-operative society.

The business in the stock exchange is characterized essentially by

- A. dealing.
- B. brokerage
- C. speculations
- D. transactions.

The Second-Tier Securities Market is
A. an appendage to the Nigerian Stock Exchange
B. a member of the Nigeria Stock Exchange
C. meant for the shares of the quoted private companies
D. a regulating arm of the Nigeria Stock Exchange

The elements of the marketing mix are
A. product, promotion, place and price.
B. personal selling, advertising and research.
C. promotion, production, place and price.
D. procurement, price, product and place.

Which of the following items has the shortest effect on the consumer?

- A. Fashion.
- B. Innovation.
- C. Fad
- D. Attribute.

Which of the following is a form of sales promotion?

- A. Advertising on radio.
- B. Offering free samples.
- C. Distributing printed materials.
- D. Advertising on Television.

Which of the following is an advantage of personal selling over all other elements of promotion is that
A. it can provide instant feedback
B. it is very cheap in terms of cost per contract
C. it does not need to use mass media
D. sales people are well trained.

Which of the following must be present in an agency by agreement?

- A. Intentions.
- B. Will.
- C. Consent.
- D. Authority.

An agreement to sell is distinguishable from a sale because in the former, the transfer of goods is
A. not anticipated.
B. not discussed.
C. deferred.
D. immediate.

Mr. Amusa says to Mr Bello 'I will sell you this hat for N30'. And Mr Bello replied 'I will pay N29'. The contract is

A. an offer and acceptance
B. an implied contract.
C. a complete simple contract.
D. an offer but no acceptance.

Nationalization of an industry means that its ownership becomes that of
A. government.
B. shareholders.
C. taxpayers.
D. indigenes.

The Comprehensive Import Supervision Scheme was set up by the federal government in order to
A. reverse Nigeria's unfavourable balance.
B. promote fair trade between Nigeria and other countries.
C. counteract all fraudulent business deals of Nigerians with other nationals.
D. ensure that imports into Nigeria are of the correct quality, value and quantity.

Which of the following has powers to order withdrawal of a particular food item from circulation?
A. Standards Organisation of Nigeria.

- B. Federal High Courts in Nigeria.
- C. Food and Drugs Department of the Federal Ministry of Health.
- D. Local government health inspectors.

Which of the following maxims negates the principle of collective bargaining?

A. Individual employees have weak bargaining base.
B. Individual employees attain strength when they come together in a union.

C. Only members of the union can benefit from agreements negotiated by the union.

D. Collective bargaining covers the vast majority of employees, whether union members or not.

NACCIMA stands for

- A. Nigerian-American Centre for Culture Industries, Mines and Arts
- B. Nigerian Association for Culture, Civics, Industries, Minerals and Arts
- C. National Agency for Culture, Civilization, Investments, Manufacturing and Agriculture
- D. Nigerian Association of Chambers of Commerce, Industries, Mines and Agriculture.

For the establishment of a powerful consumers' association in Nigeria to exist, there must be
A. financial and moral support from the public.
B. honest and committed leadership.
C. allocation of goods from the producers.
D. freedom from external influence.

Which of the following is the most important business resources?

- A. Money.
- B. Management
- C. Materials
- D. Manpower.

The harmonious relationship among the various units in an organization is ensured through
co-ordination B. motivation C. planning. D. leadership.

The principle of span of control stipulates that A. an employee should report to only one superior B. managers must demand accountability from their subordinates

resources have to be economized within the various divisions
the number of employees reporting to one superior should be kept to a workable maximum.

Which of the following makes other functions of business its appendages?
Production. B. Marketing.
C. Finance. D. Personnel.

The use of computers in modern banking industry is a reflection of
competitive development B. scientific development
economic development
technological development

When an oil exploring and mining company builds a health centre in one of the communities where it operates, such a company is
currying favour from local people
finding a way to spend excess profits C.
fulfilling part of its social responsibility
investing its idle funds.

The West African Clearing House became legally operational on
A. 1st July, 1976 B. 25th June, 1975
C. 14th March, 1975 D. 3rd May, 1974

The Lake Chad Basin Commission was founded to enable member states.

expand the volume of water in the Lake for fishing activity
increase navigational activities on the lake C. dam the lake for electricity and agricultural purposes.
co-ordinate their efforts in managing the use of the lake's resources.

In which of the following sets of occupations can an industrial worker be found?

Extraction, commerce and construction

Manufacturing, extraction and banking.
Construction, quarrying and insurance.
Manufacturing, extraction and construction.

Construction activities include the building of houses and roads as well as
A. bricklaying B. shoemaking C. blacksmithing D. car assembling.

If a partnership deed is silent on how profits are to be shared, partners share profits
in the ratio of the value of business secured by each partner for the partnership
in the ratio of partners' capital contributions
C. in an equal proportion, irrespective of partners' capital contributions
according to duties performed by each partner.

Which of the following information is contained in the Articles of Association of a limited liability company?
A. Rights and obligations of directors
Objectives of the company.
Amount of share capital.
Limitation of liability of shareholders.

The merger of two companies producing the same type of products is an example of
A. vertical integration B. horizontal integration
lateral merger D. an acquisition.

One of the implications of the incorporation of a company is that
it is more difficult for the company to raise loans
the company can sue but cannot be sued
the company's property becomes distinguished from that of its member
its members become liable for all the debts of the company.

The main advantage of a sole trader is the freedom to employ anyone he likes
seek advice from any source C. take quick decisions
plough all the profits back into the business.

In the case of voluntary liquidation of a business, the receiver is appointed by the
creditors B. debtors C. directors D. shareholders.

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What are the factors with which commercial undertakings can be distinguished?

I Size of the undertakings. II Profits generated.
III Forms of ownership. IV Location of the undertakings.

A. I and II only. B. I and III only.
C. II and III only. D. III and IV only.

The development of commercial activities in Nigeria was facilitated largely by A. a good transport system
the indigenization decree
a convenient medium of exchange.
a high level of production.

When a company uses more of loans than equity to finance its business, the company is said to be bankrupt B. solvent

C. highly geared D. in a strong liquid position.

The nominal value of a share as specified in the Memorandum of Association and the share certificate is the

A. discounted value B. stock value
C. face value D. par value

A public limited company can raise long-term loans through

the capital market B. the money market
C. bank overdrafts D. discount houses.

Factoring is a trade debt term used when the agent buys all the trade debts of the

A. importers B. exporters
C. nations D. customers

The financial index which compares current assets directly with current liabilities is known as current turnover B. capital

C. ratio D. balance

Rights issue means the

issue of shares to the directors of a company on favourable terms

issue of shares by a company only to the founders of the company

right of shareholders to vote on any issue D.
issue of shares to shareholders on favourable terms.

Profit that is expressed as a percentage of the cost of goods sold is referred to as margin B. mark-up

C. gain percent D. gross profit.

18. Given: N

Opening stock	40,000
Purchases	115,000
Closing stock	60,000
Sales	250,000

What is the cost of goods sold?

A. N155,000 B. N95,000
C. N50,000 D. N30,000

Which of the following sets is entirely made up of middlemen?

Wholesalers, retailers and agents.
Manufacturers, consumers and retailers.
Wholesalers, agent and consumers.
Retailers, manufacturers and wholesalers.

Which of the following goods imported into a country for the purpose of reexporting attracts a rebate known as A. customs drawback B. export royalty

C. incentive D. export rebate.

Most foreign trade transactions are paid for through the use of

Central Bank cheques

bank drafts drawn by commercial banks on their foreign branches

irrevocable and confirmed letters of credit
letters of credit authenticated by the embassies of the respective countries.

RRF as a scheme introduced by the Central Bank of Nigeria means

Recording and Rediscounting Facility
Refinancing and Recording Facility
Refinancing and Rediscounting Facility
Refinancing and Reinvesting Facility.

Which of the following gives the correct order in which the listed documents are used?

Debit note, order, delivery note, invoice and statement

Order, delivery note, invoice, debit note and statement

Statement, order, invoice, delivery note and statement

Invoice, order, statement, debit note and delivery note.

Freight note is a document

used by government to transport goods from one country to another

issued by a shipping company giving details of charges

used for payment for imported goods.
given by an importer to pay for goods at a future period.

An invoice of N600 is marked 5% 1 month, 21% 3 months' and '1% 5 months'. If a customer pays in the second month of purchase, how much will he remit to the seller?

A. N570.00 B. N585.00
C. N594.00 D. N600.00

Spot market goods are those which are available for

A. immediate delivery B. short-term delivery

C. long-term delivery D. end of year delivery

The main advantage of road transport is that it is A. convenient and flexible B. cheap and direct

C. common and fast D. safe and available.

The practice by which an insurance company accepts a very large risk and later shares it with other insurance companies are called A. subrogation B. contribution

C. re-insurance D. indemnity.

The insurance policy which provides full cover against all risks at sea is known as A. Policy with Particular Average

Policy Free of Particular Average

Marine Freight Insurance

Marine Voyage Policy

Insurance.

Berne Union is also known as A. International Credit Union

- International Documentary Credit Union C. International Union of Credit and Investment Insurers Export Credit Guarantee Scheme.

Which of the following sets of items was used for exchange in Nigeria before money was introduced?

- Cowries, iron rods, brass rods and copper wires.
Iron rods, copper rods, manilla and cowries.
Cowries, manilla, brass rods and copper wires.
Copper wires, brass wires, cowries, and iron rods.

A major liability of a commercial bank arises from

- A. customers' deposits B. loans and advances
overdrafts D. staff allowances.

A bank statement is a document

- ordering a bank to pay on demand a stated sum of money
containing records of receipts, payments and balance on an account
used for paying money into a bank account D. used for regular withdrawal of money from a savings account.

Which of the following is **NOT** a function of the stock exchange market?

- Providing long-term loans to large scale enterprises.
Encouraging people to buy shares and thereby providing capital for investment.
Providing means of assessing the value of a firms' assets.
Enabling firms to wind-up quickly in times of difficulties.

The marketing approach by which a firm carries out a detailed analysis of itself, the consumers and its competitors is known as

- market analysis B. marketing mix analysis C. marketing opportunities analysis D. market survey.

The breaking down of a market into separate and identifiable elements each with its own special product requirements is known as market

- A. differentiation B. Segmentation C. penetration D. identification.

Taking a new product to a particular part of a country to test the reaction of consumers to the product is referred to as

- sales promotion B. sampling C. merchandizing D. advertising.

A manufacturer can make his product distinguishable from those of other competitors by A. providing catalogues for his wholesalers

- aggressive sales promotion
branding and packaging the product
selling the product at a much lower price.

Which of the following are forms of sales promotion?

- A. Advertising, personal selling and publicity.
Advertising, market skimming and publicity.
Personal selling, packaging and publicity.
Advertising, packaging and publicity.

A disadvantage of personal selling is that it

- increases a company's operating costs.
decreases a company's operating costs.
increases a company's number of customers
reduces a company's area of patronage.

Chinyere agreed to make a dress for Halima with September 20, 1995 as the delivery date. If the dress was not ready on that date, Halima could A. sue Chinyere for damages

- sue Chinyere for specific performance
seize another gown from Chinyere's shop
regard the contract between them as terminated.

Consumer sovereignty means that the consumer is A. a citizen B. always independent
always wrong D. always right.

When an industry or company is nationalized, the state becomes

- the majority shareholder
the minority shareholder C. the only shareholder
D. an equal shareholder with other individuals.

The Federal Government made efforts at rendering public enterprises more efficient and profit-oriented

through the process of

- A. privatization
- B. commercialization
- C. indigenization
- D. nationalization

Which of the following organizations represents those who engage labour in Nigeria?

- Nigerian Labour Congress
- A

- B. Nigerian Employers Consultative Association.
- Manufacturers Association of Nigeria.
- Nigerian Union of Local Government Employees.

The practice of assessing employees for payment or advancement according to their observed achievement is called

- A. employee ranking
- B. merit rating
- C. job grading
- D. employee evaluation.

Motivation is an essential element in management because it

- leads to the improvement of staff welfare
- encourages individuals to work towards achieving the organisation's objectives

Which of the following are the components of commerce?

- I Trading and advertising
- II Warehousing and transportation
- III Packaging and branding
- IV Insurance and banking.

- A. I and II
- B. I and III
- C. I, II and IV
- D. II, III and IV

2.

A royal charter was granted to the Royal Niger Company to do business in Nigeria in

- A. December, 1888
- B. May, 1887
- C. July, 1886
- D. August, 1885.

3.

Transportation, retailing and wholesaling industries rely,

heavily on

- A. banking
- B. insurance
- C. manufacturing
- D. railway.

4.

An example of indirect service is rendered by

- A. civil servants
- B. family doctors
- C. household servants
- D. entertainers.

5.

The objectives of a business are determined by the

- A. workers
- B. government
- C. society
- D. promoters.

6.

Partnerships are most suitable where the partners are family friends professional are involved

C. reduces friction among employees in the process of achieving the organization's objectives helps to eliminate industrial disharmony.

The direct authority of a superior over his subordinate is known as

- A. staff authority
- B. line authority
- C. line and staff authority
- D. lateral authority

A firm's organisational structure would change if one of the major partners dies

- B. there is excessive competition
- there is seasonal variation in demand
- D. the scope of business operation changes.

The secretariat of the Niger Basin Commission is located at

- Ouagadougou, Burkina Faso
- Abuja, Nigeria
- Niamey, Niger
- Bamako, Mali

and discharge my social responsibilities. What of you? MUSA: I am in business to minimize cost, provide products at low prices and as you said, discharge my social responsibilities. What of you, Okon and Kalu?

OKON: I am in business to cater for the need of the consumers at all costs.

KALU: I am in business to make profit, provide quality products at reasonable prices and establish a good reputation for myself.

The businessman that may end up not discharging his social responsibility is

- A. Musa
- B. Okon
- C. Taiwo
- D. Kalu

The business with the best objectives is

- A. Okon
- B. Taiwo

The business organization in which shareholders equal

- A. sole
- B.
- C. co-operative
- D. limited liability

- C. Kalu
- D. Musa

members can easily raise enough capital government regulations are favourable.

Use the conversation below to answer questions 7 and 8.

MUSA: Taiwo, why you are in business?

The major objective of corporate mergers is to
A. minimize the effects of taxation
 increase financial advantage
 facilitate profit maximization D. enhance
economies of scale.

When it becomes necessary to liquidate a company,
the first step to be taken is the appointment of

- A. a receiver
- B. an auditor
- C. an accountant
- D. a liquidator.

In which of the following circumstances is a court
order

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TAIWO: To optimize profit, provide quality products

NOT necessary for the winding up of a company?

Suspension of business for one year.

Special resolution of members.

Reduction in the number of members below the legal minimum.

Inability to pay its debts.

One type of investment that has a variable income is
debentures B. preferred shares C. government
bonds D. ordinary shares.

A term which indicates that a share is temporarily
suspended is

- A. ex-dividend B. cum-dividend
C. bond D. stock.

Leasing is the right to use assets for an agreed period in
return for

- A. profit B. interest
C. wages D. rents.

The form of business financing which involves
pledging of a specific asset is

- A. debenture B. mortgage
C. loan D. bond.

The total amount that a company is allowed to raise
according to its memorandum of association is known as

- A. issued capital B. authorized capital
C. called-up capital D. paid-up capital

A public limited liability company having a nominal
capital made up of 200 000 ordinary shares of 50k each
decided to

issue 50% of it to the public

What is the authorized capital?

- A. N40 000 B. N50 000
N100 000 D. N200 000

The turnover of a firm may be affected by
the demand for its product

the cost of its goods sold

- C. its closing stock D. its net assets.

The cost of transporting goods to customers is called
carriage inward B. carriage forward C.
carriage paid D. carriage outward.

The main aim of selling directly to consumers by
manufacturers is to

discourage the activities of middlemen

make contact with consumers C. eliminate

transportation cost

D. maximize the profit margin.

In foreign trade, document of title is known as
bill of lading, B. bill at sight C. certificate of
origin D. declaration form.

Excise duties are paid on goods that are
imported into the country
manufactured within the country
exported to other countries D. kept in bonded
warehouses.

Stevedores as a term in foreign trade means men who
inspect goods in ships B. import goods by
ships

collect duties in ships D. load and unload ships

A close indent is an instruction to an agent to A. order
goods from a particular manufacturer

order goods from any
manufacturer

sell goods to any firm

sell goods to a certain firm.

The basic distinction between cash discount and trade
discount is that while trade discount is

for a period of 30 days, cash discount is for a
period of
3 months

given by a wholesaler, cash discount is given
by a bank

a reduction in the catalogue price of an article,
cash discount is a reduction in the invoice value

a reduction in value of sales, cash discount is a reduction
in price of goods.

The cost that arises from failure to load or unload a
ship at the port within a stipulated period is known as

A. excess charges B. demurrage charges

premium charges D. trade charges.

The mode of transportation that is noted for ontime
dependability and low cost per unit on goods carried is

pipeline B. air

- C. rail D. road.

A person who undertakes any risk in insurance business is
known as

a broker B. an underwriter

- C. an insurer D. an actuary.

The main purpose of insurance is to A. encourage
business to survive and grow

ensure that facilities are available for
operations

accept risks and extend credits to policy holders
spread individual losses over all covered participants.

Bank giro is a system where

commercial banks can give loans to all
customers

central bank opens accounts for commercial
banks

a customer uses a cheque to pay several bills
D. a customer closes his account by writing a cheque.

Commercial banks are referred to as departmental
stores of banking because they

A. have many branches B. have many
customers
C. are found in the cities D. offer many types of
services.

A market where new shares are traded is known as A.
primary market B. stock exchange

C. secondary market D. money market.

When a firm speaks of stock appreciation, it refers to
A. changes in the value of its stock resulting from price
movements

increase in the price of its shares quoted on the
stockexchange

- 1.
2. Which of the following contributed least to the evolution of
commercial activities in Nigeria?
A. Development of banks
B. Development of transportation.
C. Development of traders' unions.
D. Development of currencies.

One of the factors which critically determines the choice
of occupation is

A. training B. skill
C. aptitude D. interest.

an unexpected increase in the demand for its
stocks

the value of its stocks in the stock exchange.

The process of creating more market for a product is
called

A. advertising B. marketing
C. promotion D. consumerism.

When a vendor supplies newspapers from house to
house and across the streets, the element of marketing
mix involved is
product B. price C.
promotion D. place

The main advantage of using cinema as an advertising medium
is that it is
cheap B. accurate
C. accessible D. informative.

When old customers stick to the old place to buy goods
and services, it is known as

goodwill B. personal factor
C. window shopping D. patronage.

The most important piece of legislation governing
business and commercial activities in Nigeria currently
is the

Companies Decree, 1968
Trade Dispute Decree, 1976
Companies and Allied Matters Decree, 1990
D. Banks and Other Financial Institutions Decree, 1991.

One of the criteria for differentiating consumer markets
from industrial ones is the

A. type of demand B. type of supply
nature of the services rendered
price of the goods.

The over-riding objective of the food and drug act in
Nigeria is to prevent the

importation of food and drugs that can be
locallymanufactured

consumption of food and drugs not tested by
the ministries of health

adulteration of food and drugs sold in the
country

manufacturers of food and drugs from
charging excessive prices.

The activities of consumers association in Nigeria have

Extractive industries may also be denominated as

A. direct industries B. servicing industries
C. primary industries D. indirect industries.

The primary objective of a business organization is to
cater for the needs of its owners

work towards making returns
assist the government to serve the citizens
improve the standard of living of its proprietors.

Services which are of absolute monopoly can best be
provided by

not been effective because A. the consumers are too
many

the government is not favourably disposed towards
consumerism

there is poor enlightenment about consumer rights
D. the consumers have no medium for expressing
their feelings.

The least of the advantages of indigenization is that A.
the standard of living of the indigenes is improved

the economy is controlled
by the nationals

C. entrepreneurial skill is
developed D. foreigners'
domination is avoided.

The main objective of a trade association can best be
described as promoting and protecting

the products B. common interest C. the market
D. customer's interest.

The management function of evaluating whether
objectives are being achieved is

planning B. directing C. organizing D. controlling.

In a business organization, the annual operation plan or budget is a form of

- A. casual plan
- B. medium-term plan
- C. long-term plan
- D. short-term plan.

A key advantage of delegation is that A. workers are prepared for higher responsibilities the manager has less work to do

- C. the manager spends less time on planning
- D. the organizing grows larger in size.

Social responsibility of business requires enterprises to hold annual social parties for the public

- B. draw their workers only from the immediate environment
- C. address themselves to issues relating to the society.

D. set up social welfare centres in their areas of operation.

The existing system of governance and the administrative sub-divisions of a country which affect the operations of business in the country is described as

- B. legal environment
- C. political environment
- D. social environment.

Sudden technological changes can have the effect of making

- a company's management style ineffective
- a company's product obsolete
- the control mechanism difficult to implement
- the motivational factors in the company difficult to monitor.

- A. private companies
- B. limited liability companies
- C. public companies

limited to his investment in it. They thus registered Obi, Musa & Abayomi Agricultural Ventures.

It can be deduced from the above that Obi Agricultural Ventures is a

- A. sole proprietorship
- B. general partnership
- C. limited partnership
- D. joint venture.

Which of the statements below is true of Mr Abayomi?

- He can assign his shares to another without consent of other partners
- He cannot take part in the management of the business.
- His actions as a limited partner can bind the firm.
- His death will automatically dissolve the partnership.

A source of capital to private limited companies is shares issued to

- A. the public
- B. selected persons
- C. members of the Board of Directors
- D. Dedicated members of staff.

Which of the following is an example of a conglomerate?

- National Electric Power Authority
- United Africa Company Nigeria Plc
- The Nigerian Railway Corporation.
- First Bank Nigeria Plc.

Which of the following statements is true of preferred stockholders?

- They have no voting rights at annual general meetings

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public enterprises.

One advantage the co-operative society has over the ordinary company is that the A. latter pays tax while the former does not

- former attracts more capital than the latter
- membership of the former is usually more than that of the latter
- former, unlike the latter, has limited liabilities.

Use the information below to answer questions 7 and 8

Mr Obi is a manager of Obi Agricultural Venture. He makes all the decisions and takes all profits from the business. He had agreed with Alhaji Musa (a farmer) to pool their resources together and expand their business. They invites Mr. Abayomi (a cotton grower) to join them. Mr Abayomi agreed on the condition that his liability in the new firm will be

They have first claim to company assets before creditors

They have first claim to company assets after all debts have been settled.

They share dividends equally with common stockholders.

A provision in the charter of a company which gives holders of common stock the first option to purchase additional issues of the firms' common stock is the

- pre-emptive right
- B. shareholders right
- C. ex-dividend right
- D. oversubscription right.

Use the information below to answer questions 13 and 14

**SONU Enterprises
Balances Sheet as at 31/3/98**

	N	N		
Capital	6,000.00	Plant/Machinery	2,300.00	
Net profit	2,000.00	Motor van	2,000.00	
Drawings (137.50)	Stock	1,250.00	Creditors	1,000.00
Debtors	480.00			

Accruals	187.50	Bank	3,000.00	
		Cash		20.00
	9,050.00		9,050.00	

13. What is the current ratio?
A. 4:1 B. 4.5:1 C. 5:1 D. 25.5:1
14. What is the acid ratio?
A. 2.95:1 B. 4.25:1 C. 4.75:1 D. 5.55:1
15. The form of capital which is easily transferred into the form desired is known as
A. working capital B. liquid capital C. circulating capital D. capital employed.
16. If a firm's turnover is N15,000 and the cost of goods sold is N10,000, what is the percentage of gross profit on sales?
A. 23.3% B. 33.3% C. 50.0% D. 66.6%
17. A machine which enables sales without the physical presence of a sales attendant is a
A. computer machine B. vending machine
C. telex machine D. fax machine
18. What document is required when a country imposes and valorem import duties on goods?
A. A mail transfer B. A shipping note C. A bill of lading D. A consular invoice.
19. Entrepot trade is said to have taken place when goods are
held at the port pending payment of custom duty
sold in the ship under special regulation C. imported and then re-exported D. kept for further processing before sales.
- When a price is quoted at F.O.B. it means that the price
A. excludes loading charges incurred in bringing the goods to the dock
excludes all necessary shipping charges payable for insurance
includes all charges payable on shipping a consignment to the port of destination
includes charges payable for loading goods onto the ship.
- Emeka ordered goods for his retail shop. The manufacturer sells the goods at retail price of N500 but would give it to Emeka at N400. What kind of discount did he get?
A. Cash discount B. Trade discount
C. Quantity discount D. Seasonal discount
22. Nigerian Postal Services (NIPOST) facilitates commerce in all the following ways except through
A. cash on delivery service B. recorded delivery service C. express service D. free on board service.
23. The document with which a manufacturing enterprise releases stock of raw materials to the factory for production is called
A. stock release form B. goods received note C. store issues voucher D. materials release note.
24. The two main categories under which marine losses fall into are
A. particular loss and average loss
B. actual loss and general loss
C. total loss and partial loss
D. voyage policy loss and time policy loss.
25. Insurance companies operate on the principle of indemnity.
This means that an insured person or firm collects
A. only half of the loss suffered
B. double the value of the loss suffered C. the total sum of the premiums paid prior to the loss
D. damage claims equal to the loss suffered.
26. The most important difference between community banks and peoples' bank is that the
A. latter is owned solely by government while the former are not
B. former cater for rural dwellers while the latter caters for both rural and urban dwellers
C. former are service oriented while the latter is profit oriented
D. latter advances loans to the public while the former advance loans to rural dwellers only.
- The assets, liabilities and general management of a distressed bank may be taken over by
A. International Bank for Reconstruction and Development
Nigerian Industrial Development Bank
Nigerian Deposit Insurance Corporation
D. Nigerian Bank for Commerce and Industry.
- The type of securities that the stock exchange deals with are
warrants, currency notes, money orders and postal orders
cheques, bank drafts, warrants and promissory notes
C. bonds ivory, treasury bills, debentures and warrants
stocks, shares, bonds and warrants.
- I. Companies must be registered as private limited liability companies
Companies must have less than 100 shareholders.
No shareholder may have more than 75% of issued share capital.
What of the above are requirements for admission into the second-tier securities market?
I and II only B. I and III only C. I, II and III D. II and III only.

An underlying principles in the marketing of goods is that firms should

- A. train their personnel
- B. be consumer oriented
- C. advertise the goods
- D. sell through outlets.

Product X was introduced into the market at N4.00 with its cost of production at N3.90 while competing products are selling at N4.50. What pricing policy are producers of X adopting?

- A. Market skimming
- B. Market penetration
- C. Product live promotion
- D. Above the market pricing.

The oral presentation in a conversation with one or more prospective buyers for all purpose of making sales is

- A. branding of goods
- B. personal selling
- C. packaging
- D. publicity.

Personnel activities that promote the general image of an organisation are part of

- A. advertising
- B. sales promotion
- C. public relations
- D. business correspondence.

An agent must not make any secret profits in the performance of his duties but can only be rewarded by his principal through

- A. remuneration and indemnity
- B. payment of commission and salary
- C. granting of business concessions
- D. forwarding of business links.

Sabo and Gambo entered into a contract for the sale of two baskets of tomatoes belonging to Gambo before the date pf delivery and without any default by Gambo, the tomatoes were stolen.This is an example of termination of contract by

- A. breach
- B. performance
- C. fault
- D. frustration.

A minor is not permitted to enter into a valid contract because he

- A. cannot pay the consideration
 - B. is too young to interpret the law
 - C. is young in the eye of the law
 - D. may not be able to write the contract.
- A person who is cheated in a business transaction can seek legal remedy
- A. even if the agreement is verbal and the amount involved is large
 - B. only if the business is a sole proprietorship
 - C. whose owner is known
 - D. regardless of the form of business organization
- only if the transaction is documented in contract.

The most essential element of a product is the

- A. price
- B. utility
- C. design
- D. colour

Which of the following is a disadvantage of nationalization?
It promotes poor economic planning

The cost of services is not determined by market forces.

It may lead to rationalization or resources D. The development of local skills and technologies is retarded.

An example of a consumer protection agency is the

- A. Nigerian Bar Association
- B. Nigerian Medical Association
- C. Federal Environmental Protection
- D. Manufacturers Association of Nigeria.

The body that organizes, promotes and participates in local and foreign trade fairs is the

- A. Ministry of Commercial and Tourism
- B. Ministry of Finance
- C. Chambers of Commerce
- D. Export Promotion Council.

The Continental West African Conference is a

- A. group of aWest African countries trading in the same products

- B. conference to foster unity among the West African countries
- C. group of shipping lines operating on the same West African route
- D. trust with shareholders from all West African countries.

The main function of thrift, credit and loans co-operative societies is to

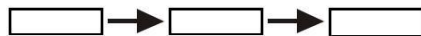
- A. educate their members
- B. collect money from their members
- C. disburse money to their members
- D. raise investment finance among their members.

Management is described as

- A. getting things done through people
- B. implementation of business decisions
- C. the number of levels in an organization
- D. the people in authority in an organization

Under normal circumstance, a business enterprise can be ideally structured

- A. by products, function or territories
- B. around the personalities in the enterprise
- C. on the rulling of the management
- D. on the basis of an order from stockholders.



EXTERNAL ENVIRONMENT INTERNAL ENVIRONMENT EXTERNAL ENVIRONMENT

Which of the following sequences can best fit into the structure above?

- A. People control ideas
- B. Material production ideas
- C. Finance marketing product.
- D. Materia production product.

When a business enterprise provides free service to its environment, the service is said to be a
 A. civic responsibility B. philanthropic C. consideration
 D. social responsibility.

Inventory control is an aspect of
 A. operations research B. materials management
 C. the organizing functions D. span of control.

The conversion of raw materials into finished products creates
 A. marginal utility B. place utility
 C. form utility D. time utility

Commerce makes it possible for man to live in a
 A. complex and organized society
 B. society characterized by subsistence
 C. society characterized by dependency
 D. simple and organized society.

Use the information below to answer questions 3 and 4.

Aboki Plc became insolvent and decided to wind up to meet the legitimate claims of its creditors. Babalawee was called in to manage the dissolution.

3. After paying the debts of Aboki Plc, the balance goes to

- A. Aboki Plc
 B. Babalawee
 C. shareholders
 D. creditors.
- Babalawee is a
 A. a claimant
 B. a manager
 C. an assessor
 D. a receiver.

A common requirement for public and private limited companies in Nigeria is that
 A. a shareholder cannot transfer his shares to someone else without permission from other shareholders
 B. their annual accounts are made available to the corporate affairs commission
 C. shares can be offered for sale on the stock exchange
 D. Shares can be offered for sale through an issuing house.

The primary motive behind an individual engaging in production is to

The reduction of import duties among the member countries of ECOWAS is an example of
 A. preference duties B. preferential treatment
 C. preference tariffs D. preferential excise

In a common market, member countries agree basically to
 A. place bans on other countries' products
 B. wage war against other countries
 C. establish common barriers against countries outside the market
 D. negotiate with countries outside the market for favourable terms of trade

Musa obtains wool from his sheep, spins and transforms it into cloth which he sells to consumers. This is a form of
 A. vertical integration B. horizontal integration
 C. forward integration D. backward integration.

A company has an authorized capital of 40 million at N1 per share, out of which 32 million shares have been issued and fully paid-up. The remaining 8 million shares have
 A. been issued but have not been paid up
 B. been applied for but not issued
 C. not been paid-up
 D. not yet been issued.

An abridged version of a company's income statement for 1993 contains the following information: N(million)

Turnover	286.5
Cost of goods sold	147.5
Overhead and other expenses	85.5
Taxes due for the year	26.9

What was the company's profit before taxes for 1993?

- A. N26.9 million B. N53.5 million
 C. N139.2 million D. N286.5 million

A business whose owners enjoy loan facilities on the basis of personal goodwill is a
 A. commercial bank B. thrift society
 C. co-operative society D. community bank

Which of the following is not a veritable source of funds to a public limited liability company?
 A. Government financial grants
 B. Advances and loans from banks.
 C. Internally generated funds.
 D. Funds from the sale of shares.

Use the document below to answer questions 12 and 13.

N200,000.00 Liverpool, U.K, June 2, 1995
--

Commerce 1999

Three months after date,
pay to or to the order of
Mr. Okon Etim Esin

Two hundred thousand
.....
Naira Payable at First
Bank, Plc.

Lagos
Liverpool.Imo Edit Enoh

No 5 Due Sept., 2 1995

Okon Etim Esin is the

- A. debtor B. creditor C. exporter
D. importer

The document represents a

- A. bill of exchange B. cheque
C. money order D. promissory note

The term '5 Net 7' on an invoice means that

- A. 5% discount will be allowed on the price charged if payment is made within seven days
B. 5% discount will be allowed on the price charged if payment is made after seven days
C. 5% surcharge will be made unless payment is made within seven days
D. 5% discount will be allowed on the price charged only if the goods are bought within seven days.

Kabir receives two quotations. Ade quotes N100 less 20% trade discount, while Benson quotes N100 less 30% trade discount and 10% cash discount. If Kabir wants to take advantage of trade and cash discount, then

- A. the materials should be supplied by Ade
B. the materials should be supplied by both of them
C. the materials should be supplied by Benson
D. Benson should be asked to reduce his trade discount.

A company which issues a promissory note in lieu of payment for goods purchased

- A. can refuse to pay on due date since it is only a promise.
B. is bound to redeem the note for cash on due date
C. is not bound to renew the note before payment
D. can return the goods purchased and refuse to pay.

Kamaldeen is a seller in a hire-purchase agreement with Emeka. By law, Kamaldeen cannot recover the hire purchased goods. This is an instance of a restriction on

- A. Emeka's right to terminate the agreement
B. Kamaldeen's right to re-hire the goods
C. Emeka's right to breach the agreement
D. Kamaldeen's right to terminate the agreement.

The main documents sent to an importer of goods by the exporter are

- A. invoice, consular invoice, certificate of origin, freight note, indent and insurance policy.
B. bill of lading, certificate of origin, invoice, insurance policy, indent and bill of lading
C. bill of lading, invoice, insurance policy, consular invoice, certificate of origin and bill of exchange.
D. bill of lading, invoice, insurance policy, consular invoice, certificate of origin and bill of exchange.

indent, bill of lading, certificate of origin, invoice and bill of exchange
certificate of origin, bill of exchange, invoice, insurance policy, indent and bill of lading
bill of lading, invoice, insurance policy, consular invoice, certificate of origin and bill of exchange.

The document that indicates instant payment of cash for goods whenever they are delivered is
A. credit note B. proforma invoice C. debit note
D. statement of account.

Which of the following documents permits an importer to inspect his goods before the arrival of the bill of lading?

- A. Bill of sight B. Import invoice
C. Consular invoice D. Bill of exchange

The overriding advantage of home trade over foreign trade is

- A. accessibility of seller to buyer
B. absence of many documents
C. ease in language of transaction
D. ease in form of payment.

A distinction between Comprehensive Insurance and Third Party Insurance is that the latter covers damages
A. caused by the insured vehicle
B. to the insured vehicle
C. caused by the other vehicle
D. to the driver of the insured vehicle.

The rate at which a central bank discounts first class bills is called the

- A. fixed rate B. bill rate
C. bank rate D. interest rate

The principle of subrogation states that

- A. an insured person should be indemnified to the tune of the amount insured
B. an insurance company can stand in place of the insured in dealing with third party
C. only a person who likely to suffer loss should take out an insurance cover
D. there must be a close connection between the actual loss suffered and risk insured.

Tolu purchased goods from Yemisi and is to pay custom duties before collection. The goods are likely to

- A. be collected from a manufacturer's warehouse
B. a bonded warehouse
C. an importer's warehouse
D. a wholesaler's warehouse.

The three major functional units which the modern computer has are

- A. the input, the processor and the output units
B. the black box, output and input units
C. BASIC, COBOL and output units.
D. BASIC, the processor and PASCAL.

27. I foreign investment. II Long-term lending III. Shortterm lending IV. Foreign exchange reserve V. Short-term borrowing. Which combination of the above include capital account in international trade?
 A. I, III and IV B. II, III and IV
 C. II and V D. I and II

The elimination of faults in a computer program is called
 A. console B. debug C. dump
 D. loop.

Aliyu bought 100 share at the stock market through a stockbroker. He was told the price of each share was N3 cum. div. This means that Aliyu
 is entitled always to a cumulative dividend on the shares
 is entitled to the next dividend accruing from the shares
 will not be entitled to the next dividend due to the shares
 still owes N3 on the shares which will be subtracted from the dividends.

The forum for the selling and buying of securities of small and medium companies is called A. Second Tier Foreign Exchange Market
 Foreign Exchange Market
 Securities and Exchange Commission
 Secon Tier Security Market.

A wholesale dealer in securities is known as
 A. A stockbroker B. speculator
 C. jobber D. stag

Modern business philosophy emphasizes A. quality products B. customer satisfaction
 C. sales volume D. public relations.

The main role of advertising is to A. convince prospective buyers to buy
 show the actual shape, form and colour of the products
 inform people where to obtain goods and service.
 capture the attention of people.

The concept of limiting the types, sizes and other characteristics of a product line without sacrificing utility or durability is called A. simplification B. standardization
 specialization D. satisfying.

The focal point of all marketing efforts is the
 seller B. profit C. product D. buyer.

Adigun displays goods of different makes on shelves in his supermarket. This is an exmple of
 invitation to treat B. offer to sell C. offer to purchase D. invitation to sell.

The process of bringing a company under exclusive state ownership and control is known as A. nationalization
 commercialization
 C. indigenization D. privatization.

Q acting as the agent of P, lawfully and reasonably incurs the amount of N350 as expenses. If Q comes to for payment, this is an instance of P's duty to

- A. remunerate Q B. repay Q
 C. indemnify Q D. settle Q

In a hire purchase agreement between Argungu Ltd and Maikudi, Argungun Ltd inserted the provision that it can enter Maikudi's premises at any time and remove the hired vehicle for any breach. This provision is
 A. lawful to both B. unlawful to both
 C. beneficial to both D. detrimental to both.

In every simple contract, the price which is paid to purchase a promise is called
 offeree B. acceptance
 C. consideration D. representation

One major disadvantage of a cartel is that it
 maximizes productive efficiency
 brings the merging firms under control
 maximizes profits from operation D.
 eliminates competition and waste.

Staff position in an organization borders on
 A. authority B. advice
 C. responsibility D. control.

The line function in a typical manufacturing enterprise is normally performed by the A. public relations department
 estate or properties department C.
 marketing department
 D. legal department.

44. I Money and machine II. Materials and money. III Market and I Man IV. Materials and Man. Which combination of the above are basic requirements as business resources?
 A. I and II B. II and III
 C. I and IV D. II and IV.

Under what management function would the motivation of employees fall?
 Staffing B. Controlling
 C. Organizing D. Directing.

The main thrust of government policy of evolving good business environment in Nigeria is the need
 to attract local and foreign investors
 for more export commodities
 for consumer oriented products
 to have viable local markets.

Which of these sets of external environmental factors

- affect a business operation?
 Competition, industry and product
 Competition, labour and political
 C. Political, cultural and labour
 D. Economic, social and legal.

- The right of the public to protection against questionable products and marketing practices is
 A. an economic aspect of the business
 a social responsibility of the business
 a legal aspect of the business
 D. a political aspect of the business.

49. Which of the following group of countries are members of the Niger Basin Commission?
 The Republic of Guinea, Burkina Faso and Nigeria
 Ghana, Liberia and the Republic of Benin.
 Mali, Liberia and Nigeria.
 Ghana, Burkina Faso and Chad.
50. The proposed monetary integration within ECOWAS region has the overriding benefit of
 A. improved exchange B. enhanced trade
 C. enhanced development D. improved relations.

Amina Enterprises
Balance Sheet as at 30/3/99

1. Government policies relating to the establishment and

Commerce 2000

	Liabilities	N	Assets	N	
operations of businesses are targeted at			Share capital	400,000	Land 200,000
A. even spread of facilities and employment	Reserve fund	200,000	Buildings	150,000	000
B. the general improvement of the economy	Creditors	110,000	Machinery	200,000	
C. increasing the profits of business owners	Bills payable			50,000	
Implements 20,000			Undistributed		
D. Diversification and expansion of businesses.	Profits	45,000	Office fittings	5,000	total is the
2. The share capital value that forms part of the balance	Wages due	5,000	Raw materials	100,000	sheet
Finished goods 50,000			Debtors	20,000	
A. issued share capital	Bills receivable	15,000			
B. called-up capital share capital	Cash at bank	45,000			
C. authorised share capital	Cash at hand	5,000			

The current trends in retailing competition in Nigeria are self service, after sales service and branding strategies
branding, enterprising and differentiation of goods and services
advertising and sales promotion strategies
after sales services and sales promotion strategies

The main factors militating against the rapid growth of trade in Nigeria are

- Inadequate transportation network and huge capital outlay
- Lack of good transportation network and insecurity of investments
- Lack of motivation and government attitude towards trade
- Huge capital outlay and government attitude to trade

Mr. Olatunde took up a fire insurance on a property valued at N1000 and the amount insured is N800. The property caught fire causing a loss of N400. If the insurance was taken with the clause "with average" what is the amount to be paid by the insurance company

- A. N560 B. N460
- C. N420 D. N320

The Central Bank differs from commercial banks because it renders services to customers
carries out foreign exchange transactions
issues currencies
discounts bills

Tourists with no fixed address in a town may receive their letters from the post office through a

- A. post restante B. recorded delivery
- C. parcel post D. postmaster

The role of public relations is principally to sustain good relationship
advertise a firm's product

- C. carry out publicity D. create good image

The practice whereby soft drink manufacturers give away caps, bags and other items when consumers buy their product is a form of

- A. Marketing Strategy B. publicity
- C. Sales promotion D. Advertising

A group of specialized functions of marketing is A. buying, selling, advertising and packaging
buying, selling, storing and information
buying, selling labelling and promotion
buying, selling, skimming and pricing

The major condition for obtaining loan in thrift credit and loans cooperative societies is

- provision of collateral security
- a high level of education
- an approved project plan
- D. possession of a large business.

The type of advertising that seeks to persuade consumers to buy a particular product is

- informative advertising
- mass and sopecific advertising
- Persuasive advertising
- competitive advertising

The most important advantage of personal selling is that it allows sellers to perceive buyer's needs
takes place easily on the highways
allows sellers to sell their goods quickly
takes place without the permission of government

The stock exchange helps to provide capital for industrial projects because it

- determines value of shares, stocks and other securities
- assists companies to change their securities into cash
- assists government in implementing its monetary policies
- renders agency services to organisations and governments

A form of money that has gone out of use is

- A. commodity money B. bank money
- C. paper money D. foreign money

A shortcoming of the second-tier foreign exchange market in Nigeria is that it

- serves as a mechanism for evaluation an unrealistic exchange rate of the naira
- contribute to flooding the market with foreign essential commodities
- contributes to destabilizing national resource



The chart above represents the marketing mix relationship
product mix
promotion mix relationship
advertising mix relationship

25.

An invoice can be described as a A. contractual agreement for the sale of goods
receipts containing necessary information about the goods
document specifying quantity, description, prices and total value of purchases
letter specifying the contractual sales of goods between two parties.

- D. creates unhealthy competition amongst users of foreign exchange

The instrument establishing the Economic Community of West African state in 1975 is

- A. a decree B. a treaty
C. an act D. a constitution

The composite functions of management are

- planning, supervising, communication and directing
coordinating, supervising, staffing and communicating
planning, controlling, organising and directing
directing, supervising, motivating and controlling.

The three components of staffing are

- recruitment, interview and appointment
recruitment, selection and placement
recruitment, test and placement
recruitment, procurement and appointment

The primary objective of a trade association is to

- exchange information and negotiate as a pressure group
establish easy link with government
undertake research work on behalf of members
Operates as a group against other groups

One of the functions of the Niger Basin Commission is to ensure equal treatment of African Nations
map out regulations that will guide all forms of navigation
foster close co-operation among West African nations
guaranteed freedom of navigation for all West African nations

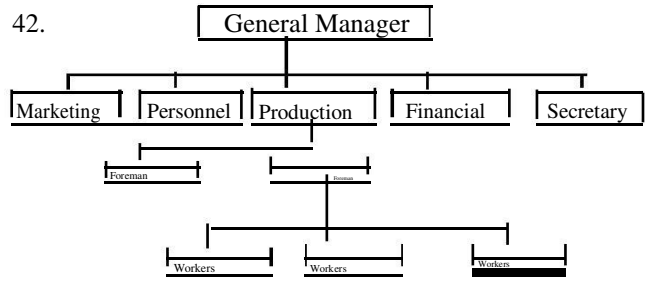
West African nations

The legal aspect of business is designed to

- protect infant industries from collapse
safeguard consumers from undue business practices
protect business organisation and consumers
D. encourage free exchange among businesses

1. The pivot on which the wheel of commerce rotates is
A. tariff B. trade
C. taxation D. price

42.



- The organisational structure above represents
line and functional structure
functional structure
line and staff structured
line structure

An aspect of the law which allows an exclusive right for limited number of years is a

- A. patent B. trade mark
C. ratification D. copyright

The basis elements of a valid contract are

- offer, acceptance, consideration and witness
offer, acceptance, capacity, legality and consideration
offer, acceptance, intention, capacity and legality
offer, intention, acceptance and legality

In an organisation, civic consideration arises from A. its social negative impacts on the community B. its operations within the environment

- the profit derived from the environment
the fact that it is registered in that locality

The main difference between nationalization and indigenization in terms of

- A. efficiency B. profit
C. Technology D. shareholding

After registration, a certificate of trading is usually issued to

- A. Partnership B. Private
Public company D. Sole proprietorship

A bus driver operating between Lagos and Jos

pledged the owner's credit in Benin in order to have the engine repaired and the bill sent to the owner. This is a case of

- A. agency by necessity B. del credere agency
C. agency by ratification D. agency by estoppel

A chamber of commerce is any association made up of

- A. merchants B. manufacturers
C. entrepreneurs D. importers

The first known legislation to protect consumer right in Nigeria is the

- A. Usual laws B. Sale of goods act.
C. Hire purchase act D. Food and drugs act.

2. A distinguishing characteristics of labour is that it is

- A. constant B. expensive
C. mobile D. cheap

3. Land as a factor of production does not vary in
 A. quantity B. nature
 C. quality D. cost.
4. Which of the following services does a lawyer render?
 A. industrial services B. direct services,
 C. indirect services
 D. commercial services
5. The partner that only contributes part of the capital used in the formation and running of a business is known as
 A. a passive partner B. an active partner
 C. a dormant partner D. a nominal partner
6. One major advantage of a credit and thrift cooperatives is that

12. The difference between total current assets and total current liabilities of a business is known as
 A. quick ratio B. liquidity ratio
 C. working capital D. circulating capital

Use the balance sheet below to answer questions 13 and 14.

		Mama Trading Company	
		N	N
Liabilities	Assets		
Capital 140	Fixed 1000		
Opening capital 350	Current		
Add Net profit 80	Debt 200		
Current liabilities 800	Bank 70		
	Cash 50		
	1,370	1,370	

COMMERCE 2001

- C. it encourages saving habits
 D. there are no legal restrictions
 each member has a vote during meetings,
7. A form of ownership which exploits the strengths of one partners to remedy the weaknesses of the other is a
 A. joint partnership B. cooperative
 C. corporation D. joint venture.
8. At the collapse of a business enterprises, the person appointed to dispose of the assets is called
 A. a broker B. an auctioneer
 C. a liquidator D. an auditor
9. Entrusting the management of a company to the courts to enable the settlement of the company's obligations is an indication of
 A. distress B. closure
 C. bankruptcy D. liquidation
10. The financial instrument for borrowing in which collateral is usually more than the amount borrowed is
 A. trust certificate B. detachable warrant
 C. mortgage bond D. convertible securities
11. I. Personal saving
 II. Retained Earnings
 III. Acrued Taxes

A. N1,000 B. N1,370

C. N140 D. N50

The capital owned is

A. N2,740 B. N1,350

C. N1,150 D. N570

One of the reasons why wholesaling must continue is that

the tax paid by wholesalers on their profit enhances national revenue

by creating artificial scarcity, the wholesaler is enhancing competition in the economy,
 the wholesaler provides technical advice to the retailer

the gap between manufacturers and retailer is reduced by wholesalers

A merchant wholesaler is referred to as:

A. del-credere agent B. a broker,

C. rack jobber D. a factor

A proforma invoice is sent to inform a buyer about the :

A. quantity of goods B. prices of goods,
 designation of goods D. quality of goods

The balance of payments of countries is A. a record of imports and exports

a systematic record of transactions among countries at a given time

the current and the capital accounts and their payments

the trade relationships and payments among nations

Which of the items above constitute internal sources of financing for companies

A. I & II B. I & III

C. II & III D. I, II & III

The major procedures in the purchase and sale of goods are enquiry

- A. quotation, order and invoice
- B. placement order and invoice C. bargain, order and invoice
- order, sale and invoice.

Use the information below to answer questions 20 and 12

Mr. Awala is a retailer of a single product. He sells at the standard price. He gives a trade discount of 5%, quantity discount of 3% for a volume above 1000 units and a cash discount of 2/10 net 30. The existing selling price of the product is N100 per unit. Mr. Bacus purchased 1,500 units of the product on credit and promised to pay Mr. Awala in cash in the first 10 days after purchase.

The trade discount receivable by Mr. Bacus is:
A. N4,500 B. N7,500
C. N10,500 D. N12,000

If Mr. Bacus fulfil his promise, he will be entitled to a cash discount of
A. N2,760 B. N3,000
C. N6,500 D. N9,500

Bank Giro is a method of settling debt from a:
A. customer to a bank B. bank to a customer
customer to another D. bank to another

Warehousing is a productive function because it increases the
A. quantity of goods B. utility of goods
C. quality of goods D. price of goods

A factor necessary for siting a warehouse is nearness to:
raw materials B. labour C. Capital. D. consumers.

Pooling of risk in insurance means that A. compenstaions are paid out of a common fund
two people can pool their risks to be insured
two insurance companies can buy two policies
insurance companies should encourage taking risks

The indemnification of Ama by his insurance cecompany after a fire disaster means that he: A. has been guaranteed by the insurance company
will be cleared of any fault by the insurance company
has been by the insurance company
D. will be covered to the limit of the amount in the policy

The major difference between insurance and assurance is that while insurance
takes care of the uncertainty, assurance takes

care of risks
takes care of risks, assurance takes care of uncertainty
hinges on possibilities, assurance is based on possibilities
is about indemnity, assurance is about life in the future

A documenatry bill will normally be accompanied by
sales invoice, bill of lading and insurance certificate
clean bill, bill of lading and insurance cerificate
bill of lading, consular invoice and insurance certificate
consular invoice, FOB certificate and bill of lading.

Which of the following best describes the classifi cation of computers
mini -computer, speed and size
micro-computer cost and liabilities
mini-computer, microcomputer and work station, D. A mini-computer, hybrid and digital

The temporary working area of the central procession unit is called the
A. C-D ROM B. C-D RAM
C. ROM D. RAM.

The significance of money to modern economic systems is that it
is used as a means of payment
promotes specialization and exchange
measures value and promotes exchange. D.
causes inflation and deflation in the economy

One major characteristic of credit unions and thrift societies is that
the legal processes involved in their formation are rigid.
membership is compulsory to people in the same line of business
the contribution of every member depends on the member's ability.
a minimum of ten people in the same line of business can form the union.

The Nigerian Stock Exchange publishes a daily official list that gives full information on the A method of transactions agreed to by members,
number of participating members in a day C.
changes in the prices and earning of securities
changes in the official rules set by the market.

The main factors that determines the value of a stock on the Stock exchangea re dividend and
the psychology of the market

- A. staff performing the same functions are grouped together
 departments performing similar functions are grouped together
 activities of similar nature are grouped together
 the staff performing similar functions are grouped together
- In the line type of organizational structure the lines of authority are vertical there is the application of division of labour
- C. specialization is carried to a maximum degree
 The lines of authority are horizontally.
- Proper disposal of waste by business firms is one way of discharging their
 responsibility to government
 environmental responsibility.

49. community responsibility D.
 responsibility to customers.
- One of the obstacles to achieving the objectives of ECOWAS is
 A. lack of common currency B. colonial linkages,
 C. sovereignty of states D. language differences.
- One of the main objectives of establishing the Niger River Basin Commission was to :
 embark on a comprehensive survey of the available water resources
 carry out research for the development of fresh water fisheries,
 develop infrastructure to facilitate economic activities
 promote trade among member-states to improve standard of living.
- Awarding scholarships and sponsoring sports by a business organization are example of

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- capital gain C. capital appreciation D. warrant payment.

- One of the main objectives of the second-tier securities market in Nigeria is to
 achieve a realistic exchange rate for the Naira
 eliminate currency dealing in the black market
 assist companies to raise capital
 D. attract investment flow.
- The activities aimed at finding out customers' need and satisfaction can be described as
 socio-marketing
 macro-marketing,
 micro-marketing D. conceptual marketing.
- The most effective type of advertising for branded product is
 A. direct advertising B. indirect advertising C. informative advertising D. competitive advertising.

Use the information below to answer questions 38 and 39

Companies I, II, III and IV produce and sell electronic videos. Company I sells its video for N14,000 each and offers advice on how to fix and operate them. Company II sells at N14,000 and its representatives go to install at no additional cost. Company III sells at N15,000 and offers credit sales at N15,500 per video while Company IV sells at N15,000 each.

- Which of these companies are more engaged in public relations activities?
 A. I & II B. I & III
 C. II & IV D. III & IV
- Which of these companies offer after sales services?
 A. IV B. III C. II D. I

Use the information below to answer questions 40 and 41

Musa rented a room to Adamu for N1,500 and N1,000 part payment was made. Adamu brought Audu and Jacob his friends to stay in the room. The two friends later pay the balance of N500 to Musa

- Who are parties to the contract of renting the room.
 A. Musa and Jacob B. Musa and Audu C. Adamu and Musa D. Audu and Jacob.
- Who is the offeree in this contract?
 A. Musa B. Audu
 C. Adamu D. Jacob
- The maximum number of shareholders in a public liability company is
 A. 20 B. 50
 C. 100 D. Unlimited
- One way by which government reduces the repatriation of capital is through
 A. nationalization B. divestiture C. indigenization
 D. naturalization.
- One of the major functions of a chamber of commerce is to:
 promote and protect trade, industry and agriculture
 advise members on regulations of other countries C. settle disputes that arise out of trade
 D. publish books and periodicals desired by members
- Departmentalization is an aspect of
 A. planning B. organising C. directing D. controlling.
- A functional organisational structure is where:
 The most important factor that delayed the development of commerce in Nigeria was A. the inefficient means of communication
 that there were few entrepreneurs
 the unavailability of infrastructural facilities

- D. that there were few developed markets
2. Secondary production has to do with changing the
- shape of raw materials through construction operation
 - physical form of raw materials into finished goods
 - utility of raw material by an engineering process
 - nature of raw materials through manufacturing
3. The major responsibility of an entrepreneur is
- employing all factors of production in the business
 - coordinating and determining the proportion of what to produce
 - planning and organizing all activities in the business
 - directing and controlling all the affairs of the business
4. Which of the following best describe the scope of commerce?
- All forms of commercial exchanges and the manufacturing industry
 - buying and selling and the construction industry
 - all occupational exchanges relating to industries and commercial activities
 - buying and selling as well as the extraction of natural resources.
5. Capital as a factor of production can be used as
- money that is regarded as asset
 - goods that are useful in business
 - input for further production
 - service that provide satisfaction
6. The agency that currently oversee the privatization and commercialization processes in Nigeria is the
- securities and exchange commission
 - technical committee on privatization and commercialization
 - Nigeria stock exchange
 - bureau of public enterprises
7. Okeze contracted to sell TV sets to Ojo, unknown to them, the sets were stolen in transit. This contract may be terminated on the grounds of
- bankruptcy
 - frustration
 - fraudulence
 - breach of contract
8. Which of the following countries are member of the lake Chad Basin Commission?
- Nigeria
 - Benin and Nigeria
 - Chad and Benin
 - Nigeria and Mali
9. A core investor in the current phase of privatization in Nigeria is one who
- can afford to buy most of the shares of the enterprises
 - will be at the core of the enterprises
 - can mobilize foreign currency equivalent to the value of the enterprises
 - has the technical know-how of the enterprises.
10. The agency in Nigeria which ensure that products conform to government quality specification is the
- standard organization of Nigeria
 - Nigeria consumer's association
 - manufactures association of Nigeria
 - Nigeria chamber of commerce
- advertising strategy
 - economic responsibility
 - marketing strategy
 - social responsibility
12. The commercialization of public enterprises is aimed at
- increasing efficiency and making the enterprises self-sufficient
 - advertising and promoting the goods and services of the enterprise
 - increased assistance and patronage of the enterprises by the public
 - selling the goods and services of the enterprises
13. An author is exclusive right to his published and unpublished works is known as
- authors right
 - constitutional right
 - patent right
 - copyright
14. Under an endowment policy, the money handed over to the insured at the expiration of the stipulated time or at death is the
- indemnity
 - surrender value
 - lump sum benefit
 - insurance premium
15. The machine used for sending telex message is known as a
- radar
 - fax machine
 - Dictaphone
 - teleprinter
16. Which of these insurance principles requires a close connection between the actual loss suffered and the risk insured?
- Indemnity
 - proximate cause
 - contribution
 - subrogation
17. The unit through which the results of a processed data are displayed is the
- logic unit
 - display unit
 - control unit
 - output unit
18. Which of the following is used to inform the addressee that a registered parcel is ready for collection?
- Express label
 - counterfoil

C. telegram D. Slip

The type of computer commonly found in offices is
laptop B. desktop
the hybrid computer
the main frame computer

The mode of transporting crude oil to the ports for export purposes is by A. tanker B. rail C. road D. pipeline

The temporary insurance certificate issued to the insured before drawing up a policy is a

- A. cover note B. testimonial
C. time policy D. proposal form

The bulls and bears in the Stock Exchange market help to minimize

- the number of shares and bonds sold
price increases of securities
fluctuations in the prices of securities
the elasticity of the prices of securities

Debentures differ from shares in that A. they are secured on the company's assets B. ownership is open to the public C. they form part of the capital of the business

rewards are usually paid out of profit.

The Stock Exchange is a market where
long-term securities are sold
all types of securities are sold
short term securities are sold
medium-term securities are sold

A retail cooperative society aims at A. hoarding manufactured goods
cutting off the profits of middlemen
lending money to member at low interests D.
encouraging members to save money

A bill of exchange already accepted can be discounted by the holder in
the Central Bank B. at least two banks
his bank D. any bank

The document issued by the seller which gives details of the goods he sells is known as

- A. catalogue B. tender
C. price list D. invoice

Given: I Retail, II export, III Transport, IV import, V Insurance, VI banking and finance insurance VII wholesale VIII communication. Which of the above are aids to trade?

- A. I, II, III and VIII B. III, V, VI and VIII
C. I, II, III and VI D. II, V, VI and VII

The organizational structure that relates the positions of specialists to the line managers is called
line structure
staff structure
line and staff structure
D. functional structure

A wholesaler who possesses the title to the goods he sell is known as
a merchant wholesaler
a multiple wholesaler
a general wholesaler
an agent wholesaler

An important principle of a good organizational structure is

- A. ideal standard B. span of control
clarity of mission
adequacy of resources

A company that is registered with the Corporate Affairs Commission only without being enlisted on the stock exchange is a A. public liability company
joint ventures company
limited company
registered company

A contract for the sale of goods involves the A. producer, the seller and the buyer of goods
offering of goods to customers
transfer of title to goods for money
exchange of goods

The total of the share capital which a company would be allowed to issue is known as

- A. called-up capital B. paid up capital
C. nominal capital D. issued capital

The process of mobilizing, engaging and maintaining workers to work for an organization is referred to as

- staffing B. selection
C. recruitment D. employment

Recognized members of the Stock Exchange who buy and sell securities on their own behalf are known as

- A. bull B. jobbers
C. broker D. staggers

Which of the following involves foreign trade?

- A. Supermarkets B. chain stores
C. departmental stores D. commodity market

Which of the following is a function of employers' association?

- Undertaking research on behalf of employees
promotion of thrift in workers
promotion of workers welfare

D. dissemination of information through sponsored journals

Which of the following industries is normally

B. possession of goods before payment increase in turnover and profits low interest rate chargeable

The founders shares are usually referred to as deferred shares because the holders A. are entitled to cumulative dividends

end of error

An important issue for consideration in the product element of the marketing mix is the

receive their dividends after other share holders receive their dividends before other shareholders.
Are not entitled to any dividends.

D.

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located near the source of its raw materials?

- A. Footwear B. cement factory
C. textile industry D. automobile assembly

One of the most important functions of marketing is encouraging research activities to meet needs creating classes of merchants among businessman the extension of markets for businesses providing finances to businesses

Securities on which the buyers are not issued with certificates are called authorized securities inscribed securities bearer securities registered securities

In product pricing, which of these elements needs more consideration than others? the demand for the product the demography of the buyers of the product the economic conditions in the market the cost of producing the product.

The principal objectives of the Central Bank of Nigeria can be classified broadly into banker's bank, lender of last resort and issuance of currency service, currency management and financial intermediation banking services, foreign exchange operations and open market operations service monetary policy and developmental functions.

The letters E and OE stands for errors of exception errors and omissions excepted estimated and order error

adequate promotion of the product channel of distribution of the product price of the product planning and development of the product

A group of companies is a collection of A. subsidiaries and their holding company firms associates and their holding company industries

Which of the following is an example of trade associations? European Union National Marketing Unity Organization of African Unity National Farmer's Council

Which of the following determines the quality of the goods that a retailer sells? A. The mode of contract of sales the type of manufacturer the regulations regarding sales in the area D. the location of his shop

An advantage of hire purchase to the consumer is the economics of scale in production

An example of service rendering trade association is Nigerian Bar Association Association of Nigerian Miners Cocoa Farmers Association Manufacturers Association of Nigerian

2. An obstacle to international trade is A. Trade imbalance between countries Availability of local market Quantity and quality of labour Cost of finance

The right of ownership with respect to goods or property is

- A. right of occupancy
B. proxy title
C. certificate of occupancy

The main motive of chambers of commerce and trade association is to

- assist the government in achieving its objectives
protect the interest of consumers
maximize profit
protect and promote the interests of members

A pattern that shows the kinds of participants involved in the production distribution and ultimate use of a product is referred to as

- A. selection
B. strategy
C. structure
D. synergy

Goods that are manufactured or acquired by the seller after the contract of sale are

- Specialty goods
B. Future goods
C. Specific goods
D. General goods

Use the information below to answer question 7 and 8

Ojo purchased the following items from Sani at the specified prices on credit; 200 cartons of mild at N1000 per carton, 150 bags of sugar at N500 per bag, 50 bags of rice at N3000 per bag. Sani allowed 10% trade discount and 50% cash discount if payment is made within the agreed period. Ojo paid within the agreed period.

What was the amount paid by Ojo?

- A. N382,500
B. N425,000
C. N363,375
D. N61,625

How much was the trade discount?

- A. N42,500
B. N27,500
C. N22,500
D. N20,000

The basic function of the Nigerian Ports Authority is to

- Ensure that the right calibre of personnel is employed at the ports
Coordinate and regulate the activities of shipping lines
Facilitate and control the movement of goods and services into and out of the country
Coordinate the activities of all the seaports in the country

The concept that refers to the sale, transfer or exchange of goods and services is

- A. Industry
B. Trade
C. Tariff
D. Marketing

A guarantee given by one person or party to another in which the integrity of the person is assured is

- A. Fidelity
B. Term assurance
C. Subrogation
D. Indemnity.

A firm that adapts itself to delivering the desired satisfaction more and effectively and efficiently than its competitors is said to be practicing.

- A. Price concept
B. Distribution concept
C. Product concept
D. Marketing concept

The payment made periodically in respect of an insurance policy entered into is known as

- A. Bond
B. Commission
C. Premium
D. Surrender value

An example of service rendered by NIPOST is

- A. Electronic mail
B. Telephone
C. Mail
D. Delivery

The focal point of marketing is

- A. The competitor
E. The buyer
F. Profit-making
G. Sales

The type of marine insurance which covers either damage or loss to the vessel and such as caused by it to other vessels is

- A. Bull insurance
B. Time insurance
C. Freight insurance
D. Cargo insurance

The management function that makes the difference in intensity of behaviour is

- A. Coordinating
B. Controlling
C. Motivation
D. Planning

One of the function of seaports is the provision of

- Berthing and landing facilities
Loading and offloading facilities
Control room for relaying radio messages
Ware houses for storage of cargo.

The process of dividing task into jobs and departments and of delegating authority is know as

- Staffing
B. Leading
C. Directing
D. Organizing

Communication process involves the transmission of a message over a selected channel to the

- A. Receiver
B. Audience
C. Sender
D. Encoder

Stimulation of demand is a kind of communication in marketing which connotes

- A. Personal selling
B. Sales promotion
C. Advertising
D. Merchandising

A functional structure is an organizational structure in which

- A. Abstract rules are applied

Equity prevails
A Specialist enforces his directives
There is no hierarchy

Entrepreneurship mainly involves
A. Risk-taking B. Initiating
Skilled manpower
Knowledge

In the event of the liquidation of a company, the first to be settled are:
Debenture holders
Members of the board
Preference shareholders
Ordinary shareholders

The business organization established mainly for the purpose of carrying out specific assignments for a specific duration is a
Joint venture B. Cooperative society C.
Partnership D. Company

Which of these factors of production is relatively fixed in supply?
Capital B. Entrepreneur
Human resources D. Natural resources

The location of a business is mostly influenced by
Market outlet
Faster and more accurate manner
More organized manner
Faster but less accurate manner
Slower but more accurate manner

A major benefit derivable from the privatization and commercialization of public enterprises in Nigeria is
Increase in wages
Employment generation
Information technology
Revenue generation

The device which interprets and carries out the instructions presented to it by the computer program is known as
38. A. Software B. Micro-processor
Management decision
Capital D. Environment

The evolution of commerce in Nigeria is traceable to the
Period of barter economy as human needs became limitless
Desire by human beings to satisfy their needs through the services of other people in the society
Development of human civilization and the desire to meet their needs
Primitive stage of existence of human beings.

One of the requirements necessary for setting up a business is

A. Registration B. Advertisement
Knowledge of the business
Documentation

The assembling of products into usable form is known as
A. Construction B. Manufacturing
C. Formation D. Creation

The government's policy thrust on the business environment is to
A. Promote exports B. Attract investors
C. Be self-sufficient D. Increase production

Social responsibility is the ability of an organization to
Tackle the socio-economic problem of its community
Meet the needs of its community
Contribute to sustaining and developing its community
Operate without disrupting the very essence of the environment

The act of a person employing another to enter into a contract on his behalf is known as
A. Business B. Sale of goods
Bilateral agreement D. Agency

34. The ECOBANK is the initiative of A. Some
The body charged with the responsibility to register shares for subscription on the stock market in Nigeria is the
Securities and exchange commission
Nigerian stock-exchange
Nigerian deposit insurance corporation
Central bank of Nigeria

An essential factor for evaluating the different sources of funds for a business is the.
Decree establishing the business
Ownership structure of the business
Size and the type of the bank
Burden of cost and repayment

well-meeting Nigerian shareholders
The federal government of Nigeria
West African states to foster trade
The lagos state government to enhance capital mobilization.

Privatization is concerned with
Capital ownership between the public and the government
The dilution of ownership among the public
The individual ownership of companies
Government ownership of companies

Electronic computers differ from human beings in that they process data and minimize errors in a

Liabilities | N Assets | N

C. Mouse D. Hard-disk

			Paid-up capital	200,000	Buildings	
50,000	39.	The market structure, business conditions and financial systems in Nigeria constitute the	Creditors	50,000	Machinery	35,000
50,000		Debtors	50,000		Dividends payable	70,000
		C. Cultural environment	Stocks	145,000	D. Technological environment	
					Banks	120,000
						420,000

The protection of consumers against exploitation by manufacturers is to ensure

- A. That there are varieties of products
- B. That the right quality of goods and services is sold
- C. Increase in production capacity
- D. Increase in the level of consumer awareness

46. What is the owner's equity? N300.000
 A. N250,000 B.
 C. N420,000 D.
 N200,000.

The most widely used computer language that focuses on solving science-oriented problems is

- A. FORTRAN B. BASIC
- C. ADAD. D. COBOL

41. Banks are engaged in the business of buying and selling of

- A. Bills of exchange
- B. Investment of credit
- C. Intangible products
- D. Land

47. Find the current ratio
 A. 1.53:1 B. 1.85:1
 C. 0.87:1 D. 0.50:1

48. Money can simply be referred to as a
 Medium of exchange
 Means for the settlement of debts
 Durable asset for doing business
 Standard of value

A source of short-term finance to companies is

- A. Share capital B. Debentures
- C. Retained earnings
- D. Corporate tax

49. A type of long-term loan granted to companies with fixed interest as well as with redeemable and irredeemable features is referred to as
 A. A debenture B. A bond
 C. A term loan D. An overdraft

43.

50. Public debt management is one of the function of a
 A. Merchant bank B. Central bank
 C. Commercial bank D. Development bank.

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1. Ships that sail across the ocean and operate on scheduled timetables are
 A. ferries B. ocean liners
 C. tramp steamers D. coastal liners.

3. The program that makes up the operating system in a computer is
 A. microprogram B. system flowchart
 C. system software D. syntax.

Non-insurable risks include

- A. gambling B. damage to property
- C. death D. marine problems.

When an organization studies a market that is underserved by others and creates a product or service for the segment, it is engaged in

- A. market integration B. market positioning
- C. market orchestration D. product differentiation.

C. warranty , " D. reinsurance.

5. Coverage against unexpected events is called

- A. insurance B. assurance

6. An insured risk which occurs accidentally as a result of defects in a ship is

- A. a voyage policy B. a total loss C. an emergency D. a particular average.

Communication enhances business activities by
facilitating interaction between producers and consumers
facilitating interaction among media houses
ensuring the movement of goods from the producer to the consumer
keeping the goods safe until they are needed.

In business, the computer is very important especially in
A. financial management B. marketing management
C. educational management D. information management.

What is the most important use of promotion in marketing?
A. Persuasion. B. Conviction.
C. Information. D. Education.

The current highest decision-making body on privatization and commercialization of public enterprises in Nigeria is the
National Council on Privatization
Securities and Exchange Commission C.
Nigeria Investment Promotion Commission
Bureau of Public Enterprises.

The members of the Niger Basin Commission include
Guinea, Ghana and Niger Republic
Burkina Faso, Guinea and Nigeria
The Gambia, Benin Republic and Chad Republic
Nigeria, the Gambia and Cameroun.

Business environment refers to all elements that are
outside an organization but relevant to its operations
inside an organization but irrelevant to its operations
internal to an organization and relevant to its operations
external to an organization but indirectly related to its operations.

Consumer rights include the right to
A. credit B. free samples of a product
C. redress D. a share of profits.

One important requirement for the membership of the ECOWAS is
A. integrity B. independence
C. landmass D. population.

In Nigeria, the body that ensures that its members operate according to their professional ethics is the
SON B. NPF C. MAN D. NAFDAC.

A transporter who had to sell some perishable goods without the prior authority of the owner becomes an agent by
conduct B. necessity
C. ratification D. estoppel.

Poor sewage disposal, oil spill and indiscriminate refuse dumping all lead to
A. land pollution B. water pollution
C. land and water pollution D. air and water pollution.

One of the advantages of commercialization is that it
encourages entrepreneurship
increases the salaries of workers
motivates government to establish more businesses
gives workers on-the-job training.

A common element in all contracts is
A. offer B. consideration
C. acceptance D. agreement.

Sources of finance to a business include personal savings, shares, debentures and
A. loans from IMF B. bank overdrafts
C. central bank loans D. money from political parties.

Charges for loans paid by commercial banks to the Central Bank of Nigeria are called
A. bank rates B. credit charges
C. interest rates D. bank charges.

In the primary market, new shares are issued through
personal selling, publicity and advertising
a prospectus, an offer for sale and a bill of exchange C. advertising, a prospectus and a bill of exchange
a prospectus, an offer for sale and placing.

The instruments of credit include A. billboards and postal stamps
payment vouchers and statement of account C.
bills of exchange and promissory notes
bills of exchange and salary vouchers.

The shares of a company listed on the stock exchange for sale are referred to as
A. registered shares B. deferred shares
C. issued shares D. quoted shares.

What is the role of the capital market in the privatization exercise in Nigeria?
Selling the shares and stocks of the companies to be privatized.
Encouraging private companies to participate in the exercise.
Negotiating with individuals who want to buy public companies.
Advertising for government.

In international trade, documentary credit is also known as
A. credit note B. letters of credit C. bankers' drafts
D. letter of hypothecation.

- A specialized institution in Nigeria that deals in capital investments in the form of stocks, shares, bonds and debentures is the
 B. Securities and Exchange Commission
 C. Nigerian Stock Exchange
 D. Central Bank of Nigeria.

- A group of assets which a business acquires with the intention of reselling them are referred to as
 A. current assets
 B. investment assets
 C. fixed assets
 D. intangible assets.

- Authorized share capital is also known as
 A. called-up share capital
 B. paid-up share capital
 C. registered share capital
 D. issued share capital.

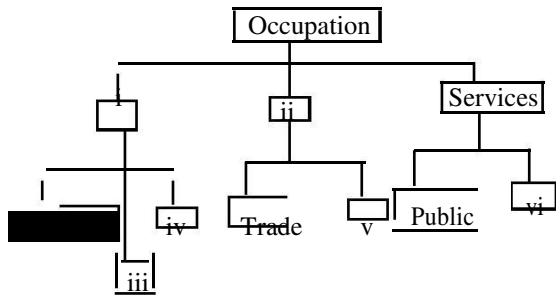
- An action taken by a company outside its object clause is regarded as
 A. ultra vires
 B. a trespass
 C. uberrima fides
 D. caveat emptor.

- The strategy adopted by a firm that ceases to operate at one or more locations because of inactivity is
 A. rejuvenation
 B. focus
 C. diversification
 D. consolidation.

- A written partnership contract is known as
 A. an invoice
 B. a deed
 C. a prospectus
 D. a proposal.

- The merger of a textile mill, a cement company and a tannery is referred to as
 A. conglomerate merger
 B. horizontal merger
 C. lateral merger
 D. vertical merger.

Use the diagram below to answer questions 34 and 35.



- As the branches indicate, iv is
 A. commerce
 B. exchange
 C. finance
 D. construction

- What does v represent?
 A. Aids to trade
 B. Advertising
 C. Manufacturing
 D. Industry

- The most important of computer is
 A. helping people to improve their profits

- facilitating exchanges among individuals and firms
 assisting trade through banking and insurance
 enhancing business relationships

- The acronym PLC is used to identify a
 A. company limited by shares
 B. private company limited by shares
 C. public company limited by shares
 D. company limited by guarantee

- Commerce includes all the occupations concerned with
 A. sales
 B. production
 C. marketing
 D. distribution

- Factors of production can be described as the
 A. resources required for the provision of goods and services
 B. skills involved in deciding and directing the flow of goods
 C. monetary tools employed by government to ensure stable production
 D. elements involved in the process of formulating policies on production

- Fluctuations in the supply of goods may be eliminated if the distribution system maintains
 A. modern technology
 B. a team of retailers
 C. warehouse services
 D. sufficient middlemen

- Loan schemes by thrift societies are
 A. mortgage schemes
 B. conventional schemes
 C. mutual schemes
 D. unconventional schemes

- An internal demand for goods to be purchased or drawn from stock is
 A. a quotation
 B. a requisition
 C. a tender
 D. an order

- The term 4 net 7 on an invoice means that
 A. 4 % surcharge will be made unless payment is made within seven days
 B. 4 % discount will be allowed on the price charged only if the goods are bought within seven days
 C. 4 % discount will be allowed on the price charged if payment is made after seven days
 D. 4 % discount will be allowed on the price charge if payment is made within seven days.

- An order sent by an importer to an overseas supplier stating the details of goods required is known as
 A. export invoice
 B. ship's manifest
 C. an indent
 D. bill of lading

- Organising trade fairs in Nigeria is the responsibility of
 A. National Directorate of Employment
 B. Federal Ministry of Commerce

Trade Association
Chambers of Commerce

International trade takes place as a result of
uniformity in costs of production
inequitable distribution of natural resources
parity in the level of industrialization
similarities in climatic conditions

The use of vending machines in retailing is hindered in a
developing economy owing to A. industrial policy and
harmony
low level of education
ineffective communication system
lack of steady power supply

Manufacturers' Association of Nigeria contributes to
development by advising the government on
industrial policy and harmony B. budget and
budgetary control
budget and industrial policy
environmental protection policy

Discounts offered by firms to middlemen for bulk purchases
are
A. trade discounts C. sales bonanza
cash discounts D. seasonal discounts

Goods are of merchantable quality if they
conform to description
are of equal weight
are of the same quality
conform to buyers' purpose