



MACHAKOS UNIVERSITY

University Examinations for 2019/2020 Academic Year

SCHOOL OF HUMANITIES AND SOCIAL SCIENCES

DEPARTMENT OF SOCIAL SCIENCES

FIRST YEAR SECOND SEMESTER EXAMINATION FOR

ARTISAN IN GARMENT MAKING

ARTISAN IN MOTOR VEHICLE TECHNOLOGY

ARTISAN IN ELECTRICAL ENGINEERING

ARTISAN IN CARPENTRY

BOOK KEEPING

DATE: 16/12/2020

TIME: 11.30-2.30 PM

INSTRUCTIONS:

ANSWER ALL THE QUESTIONS

DO NOT WRITE ON THE QUESTION PAPER

1. a) Define the following terms in business perception
 - i. Buyer (2 marks)
 - ii. Seller (2 marks)
 - iii. Market (2 marks)
 - iv. Profit (2 marks)
 - v. Expenditure (2 marks)
- b) State two types of techniques used in production (4 marks)
- c) Identify three factors to consider before locating a business (6 marks)
2. a) Explain the process of determining price in a business setting (10 marks)
- b) State five way used in promotion, attracting and retaining customers (10 marks)
3. a) Describe five examples of mass media one can use to better own business (10 marks)

- b) Identify ten documents involved in the bookkeeping practices. (10 marks)
4. a) Explain the use of any five entries in cash sale receipt (10 marks)
- b) List five methods used in saving by an entrepreneur (10 marks)
5. a) Identify five sources of a business capital (10 marks)
- b) List three methods used in payment (3 marks)
- c) Identify three sources of business expenditure (3 marks)
- d) Explain any of these two of these methods used in buying and selling:
- i. Cash (2 marks)
- ii. Credit (2 marks)
- iii. Trade-in (2 marks)