

B G C S E

COMMERCE

EXAMINATION PAPERS

UNDERSTAND • PRACTICE • SUCCEED





THE OPENHANDED CLASSROOM

LEARN MORE. ACHIEVE MORE. SMILE MORE.



BGCSE CLASSES

- ✓ Exam-Focused Learning
- ✓ Past Papers & Strategies
- ✓ Stronger Understanding
- ✓ Better Grades, Brighter Future



[**CLICK HERE**](#)



SAT CLASSES

- ✓ Smart Test Strategies
- ✓ Stronger Scores
- ✓ Time Management Skills
- ✓ College & Scholarship Ready



[**CLICK HERE**](#)



BJC CLASSES

- ✓ Clear, Simple Explanations
- ✓ Focus on Understanding
- ✓ Help That Fits Your Pace
- ✓ Build Confidence, Get Results



[**CLICK HERE**](#)



EXPERT TEACHING.
PROVEN RESULTS.



LEARN SMARTER.
ACHIEVE MORE.



FOCUSED SUPPORT.
REAL RESULTS.



THEOPENHANDEDCLASSROOM:
(242) 426-8891



THE OPENHANDED CLASSROOM

BGCSE FREE SOLUTIONS MANUALS

COMPLETE SOLUTIONS FOR ALL
MAJOR SUBJECTS

- ⦿ MATHEMATICS
- ⦿ ENGLISH LANGUAGE
- ⦿ HISTORY
- ⦿ RELIGIOUS STUDIES
- ⦿ ACCOUNTS
- ⦿ SCIENCES (BIOLOGY, PHYSICS,
COMBINED SCIENCE)
- ⦿ FOREIGN LANGUAGE
(FRENCH AND SPANISH)

UNDERSTAND. PRACTICE. SUCCEED.

[CLICK HERE](#)

EXAM-REAL.

EXAM-PROVEN.

FREE LISTENING COMPREHENSION — AUDIO FILES —



THE **EXACT AUDIO** USED
IN PAST BJC & BGCSE EXAMS



REAL EXAMS

The exact listening
comprehension audio
from past papers.



REAL PREPARATION

Hear what you'll
hear in the
real exam.



REAL RESULTS

Practise with purpose.
Improve your confidence
and performance.

AVAILABLE FOR:



BJC
ENGLISH



BGCSE
ENGLISH
LANGUAGE



BJC
FRENCH



BJC
SPANISH



BGCSE
FRENCH



BGCSE
SPANISH

WHY THESE AUDIO FILES MATTER



EXACT AUDIO

The exact recordings
used in past
BJC & BGCSE exams.



EXAM FAMILIARITY

Get used to the real
voices, speed, accents
and exam conditions.



STRATEGIC ADVANTAGE

Walk in confident
knowing exactly
what to expect.



100% FREE

High quality.
No cost.
Just results.



CLICK HERE

DOWNLOAD • START PRACTISING



BETTER PREPARATION.
BETTER RESULTS.

You've got this!

PAST EXAMS. **REAL AUDIO**. BETTER PREP. GREATER CONFIDENCE.

School Number	Candidate Number
Surname and Initials	

COMMERCE

PAPER 1 2221/1

Friday **10 JUNE 2022** 9:00 A.M. – 11:00 A.M.

Additional materials:

None

MINISTRY OF EDUCATION NATIONAL EXAMINATIONS

BAHAMAS GENERAL CERTIFICATE OF SECONDARY EDUCATION

INSTRUCTIONS TO CANDIDATES

Do not open this booklet until you are told to do so.

Write your School Number, Candidate Number, Surname and Initials at the top of this booklet.

Answer **ALL** questions.

INFORMATION FOR CANDIDATES

Calculators are allowed.

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

FOR EXAMINER'S USE ONLY	
Section A – M/C Questions 1–20	
Section B – Matching Questions 21	
Section C – Structured Questions 22–27	
Total Marks 100	



This question paper consists of 16 printed pages.

SECTION A

MULTIPLE CHOICE

(20 marks)

INSTRUCTIONS: Read each question carefully. Choose **ONE** answer you know is correct. Circle the letter in the booklet. There is **ONLY ONE** correct answer. Answer **ALL** questions.

1. What are the three stages of production?

A. buying, selling and distribution
B. extraction, manufacturing and distribution
C. importing, manufacturing and exporting
D. manufacturing, wholesaling and retailing [1]

2. Why are selling costs lower in a cash and carry warehouse than in a traditional warehouse?

A. Delivery is provided.
B. Food and household goods only are sold.
C. No credit is offered.
D. Small quantities of goods are stored. [1]

3. What is the distribution of goods and services called?

A. commerce
B. economics
C. trade
D. transport [1]

4. Which statement describes a benefit to a customer of having a loyalty card from a store?

A. The customer becomes the owner after the final payment.
B. The customer has free after-sales services on goods bought.
C. The customer pays for goods by instalments.
D. The customer receives a reward when goods are purchased. [1]

5. What is an advantage of franchising for the franchisor?

A. being able to research and keep in touch with current changes
B. giving up the right to make decisions for the franchisee
C. retaining all the profits from the business
D. sharing the risk of failure with the franchisee [1]



6. Which telecommunication service enables a business person to remain in contact with the office when travelling?
- A. broadcasting
 - B. intranet
 - C. mobile phone
 - D. registered mail
- [1]
7. Why might Family Island farmers prefer to use the mail boat as a means for transporting crop to New Providence? The mail boat:
- A. has a more flexible schedule.
 - B. involves less handling of goods over long distances.
 - C. is cheaper over long distances.
 - D. provides faster delivery over short distances.
- [1]
8. Alvin, a retailer, buys 200 dresses at \$80 each and sells all of them for \$100 each. What is his mark-up percentage?
- A. 20%
 - B. 25%
 - C. 80%
 - D. 120%
- [1]
9. Which statement applies to a direct debit but **not** to a standing order?
- A. An amount is transferred from one account to the other.
 - B. Cash is paid directly to the creditor.
 - C. Creditors, not the debtor, usually ask for payment.
 - D. It is used for payment of small amounts of money.
- [1]
10. Why is the branding of goods important for self-service stores in the retail trade?
- A. Customers can identify the goods they require.
 - B. Goods are less likely to be damaged.
 - C. Perishable goods may be stored for long periods.
 - D. Prices of goods are clearly marked.
- [1]



11. Sandy owns a small general store. Why is it important for a business owner to have various insurance policies covering different aspects of the business?
- A. to help customers
 - B. to guard against risk
 - C. to make a profit
 - D. to reduce prices
- [1]

12. The following information about insuring a factory building was obtained.

Factory Building Insurance Annual Premium for every \$100 insured				
AREA	1	2	3	4
COST	\$5	\$6	\$7	\$8

The factory is in Area 2 and is valued at \$250,000. What would be the annual cost for insuring this factory building for its full value?

- A. \$12 500
 - B. \$15 000
 - C. \$17 500
 - D. \$20 000
- [1]

13. Which description applies to customs duties?

- A. brings an income to the government
 - B. includes the cost of insurance on imported goods
 - C. limits the amount of goods that can enter a country
 - D. paid on everything brought into the country
- [1]

14. Which insurance policy covers a customer who is accidentally injured on business premises?

- A. employer's liability
 - B. fidelity guarantee
 - C. personal accident
 - D. public liability
- [1]

15. Why does The Bahamas trade with foreign countries?

- A. to ease the burden of local businesses
 - B. to lower the standard of living for its citizens
 - C. to provide goods that are not locally produced
 - D. to sell goods at a high cost to its foreign counterparts
- [1]



16. Which statement describes why multinationals exist?
- A. to control profit earnings
 - B. to encourage local industry
 - C. to find new markets
 - D. to increase employment
- [1]
17. A company's share capital consists of 100 000 ordinary shares at \$2 per share. What is the voting power of a shareholder who owns \$2 000 worth of these shares?
- A. 1 vote
 - B. 1 000 votes
 - C. 2 000 votes
 - D. 4 000 votes
- [1]
18. Which statement is true of a current account at the bank?
- A. allows withdrawals by cheque
 - B. gives the account holder a high interest rate
 - C. requires a week's notice to make a withdrawal
 - D. used as a means of long-term saving
- [1]
19. What is the main purpose of consumer protection?
- A. assisting customers in the choice of goods
 - B. giving information on prices
 - C. reducing the exploitation of customers
 - D. safeguarding the interests of sellers
- [1]
20. What is the purpose of a trade union?
- A. create work places that are involved in fair trading activities
 - B. encourage traders to work together for the good of customers
 - C. ensure that all trade is fair and beneficial to customers
 - D. make sure that workers are treated fairly on the job
- [1]

TOTAL MARKS [20]



SECTION B

MATCHING QUESTIONS (10 marks)

21. The table below shows TERMS and DEFINITIONS. In the ANSWER COLUMN, write the letter that best matches the definition to the term.

ANSWER	TERMS	DEFINITIONS
1. _____	Consumer Market	A. Cash grants given by governments to entrepreneurs.
2. _____	Markets	B. Institutions that provide short-term loans.
3. _____	Money Market	C. Laws that give the government the authority to limit the price that may be charged on specific items.
4. _____	Capital Market	D. System that allows the purchase of goods and services.
5. _____	Commodity Markets	E. Taxes on imports that result in raising the cost price of that import.
6. _____	Subsidies	F. Institutions that provide long-term loans only to businesses and industry.
7. _____	Budget	G. The ways and means used in order to get products to consumers.
8. _____	Price Controls	H. Any situation that brings buyers and sellers in contact to transact business.
9. _____	Tariffs	I. Very large quantities of goods are sold in these markets.
10. _____	Distribution Channels	J. A statement of the government's financial position.
		K. A ban on imported goods.

TOTAL MARKS [10]



SECTION C

STRUCTURED QUESTIONS
(70 marks)

INSTRUCTIONS: Answer the following questions in the spaces provided.

22. Explain each of the following terms:

(a) E-commerce

[2]

(b) Protectionism

[2]

(c) Non-Legal Tender

[2]



(d) Direct Services

[2]

(e) Recorded Delivery

[2]

TOTAL MARKS [10]



23. Warehousing and transportation are important aids to trade in both home and foreign trade.

(a) State **two** advantages of warehousing to both home and foreign trade.

ADVANTAGE 1

[1]

ADVANTAGE 2

[1]

(b) One of the major reasons for warehousing is price stability. Explain this statement.

[2]

(c) Suggest **two reasons** why warehousing is important in the harvesting of agricultural production.

REASON 1

[1]

REASON 2

[1]

- (d) Name the type of warehouse that would be used by a large multiple chain supermarket.

[1]

- (e) Explain **two** reasons for the increase in the use of air cargo in The Bahamas.

REASON 1

[2]

REASON 2

[2]

- (f) Discuss **two** strategies that the government of The Bahamas has in place to protect the consumer.

STRATEGY 1

[2]



STRATEGY 2

[2]

TOTAL MARKS [15]

24. The Fergusons, a recently married couple, decided to place money received as wedding gifts in a bank account saving towards the purchase of their first home. In their research on purchasing a home they found that insurance plays a major factor in financing homes.

- (a) (i) Suggest the type of bank account that the Fergusons should use to accumulate funds to purchase a home.

[1]

- (ii) Explain **two** reasons to justify your suggestion.

REASON 1

[2]

REASON 2

[2]

- (b) Name **three** supporting documents that the Fergusons will need to present when seeking finance from a bank.

[3]

[Turn over



- (c) In order to receive assistance from the bank, the Fergusons need to have **two** types of insurance coverage. Give and explain **each** type of insurance coverage required.

INSURANCE TYPE 1

[1]

EXPLANATION

[2]

INSURANCE TYPE 2

[1]

EXPLANATION

[2]

- (d) Suggest **one** alternative institution that the Fergusons might use to obtain financing for a home.

[1]

TOTAL MARKS [15]

25. The Bahamas is a mixed economy. This means that the economy is both private and public sector driven. One of the enterprises that the government of The Bahamas is responsible for is the Postal Service which offers a unique function, the Post Office Savings Bank.

- (a) Explain **one** reason why the Post Office Savings Bank is still operational today in The Bahamas.

[2]



- (b) Give **one** function, other than savings, that the Post Office Savings Bank offers.

[1]

- (c) Give the name used to describe banks that provide services offered by Bahamas Savings Bank.

[1]

- (d) Discuss **three** ways in which The Bahamas Government intervenes in private business.

INTERVENTION 1

[2]

INTERVENTION 2

[2]

INTERVENTION 3

[2]

TOTAL MARKS [10]



26. Entrepreneurship is the *factor of production* that organises all the other factors of production. Entrepreneurs often take on the task of being retailers and may purchase goods from abroad.

(a) List the other **three factors of production**.

[3]

(b) An entrepreneur purchases goods from Canada valued at \$1 500 Canadian. The exchange rate is \$1 Bahamian = \$1.25 Canadian.

Calculate the amount of Bahamian dollars needed to purchase these goods. Show your working.

[2]

(c) Define the term *exchange rate*.

[2]

(d) Calculate, in Bahamian dollars, the purchase price of the \$1 500 (Canadian) goods if the company in Canada gave a 15% trade discount on the items purchased.

[3]



TOTAL MARKS [10]

27. The diagram below shows a Statement of Account issued by the XYZ Company.

Statement of Account N E Company Nassau					
XYZ Company Nassau		Date: 1st February, 2022 Terms: 3% 28 days			
Date		Details	\$ Debit	\$ Credit	\$ Balance
2022					
January	1	Balance Outstanding			1 500.00 dr.
	9	Invoice 456	460.90		A
	17	Invoice 457			2 100.00 dr.
	20	Cheque #512		600.00	1 500.00 dr.
	22	Credit Note		320.00	C
	31	Amount Outstanding			C

(a) Calculate and fill in the missing amounts representing A, B and C on the diagram. Show working on the lines below.

(i) _____ [2]

(ii) _____ [2]

(iii) _____ [2]

[Turn over



- (b) Explain the entry on 22nd January, 2022.

[2]

- (c) Explain the '*Terms: 3% 28 days*' that appears on the Statement of Account.

[2]

TOTAL MARKS [10]

