



EXAMINATION NO.: _____

THE MALAWI NATIONAL EXAMINATIONS BOARD

2023 MALAWI SCHOOL CERTIFICATE OF EDUCATION EXAMINATION

BUSINESS STUDIES

Subject Number: M023/I

Friday, 14 July

Time Allowed: 2 hours
11:00 am – 1:00 pm

PAPER I

(100 marks)

Instructions

1. This paper contains 10 printed pages. Please check.
2. This paper has two sections. A and B. Section A has six questions and Section B has four questions.
3. Answer **all** questions in the spaces provided.
4. Write your **Examination Number** on all pages of the question paper.
5. In the table provided on this page, **tick** against the question number you have answered.
6. At the end of the examination, hand in your paper to the invigilator.

Question Number	Tick if answered	Do not write in these columns	
1			
2			
3			
4			
5			
6			
7			
8			
9			
10			
Total			



Section A (60 marks)

Answer **all** questions in this section in the spaces provided.

1. a. State any **two** benefits of foreign trade to Malawi.

(2 marks)

- b. Describe each of the following trade documents.

- (i) "letter of inquiry"

(2 marks)

- (ii) "advice note"

(2 marks)

- c. **Figure 1** shows two types of trade protocols labelled **A** and **B** that take place amongst countries.

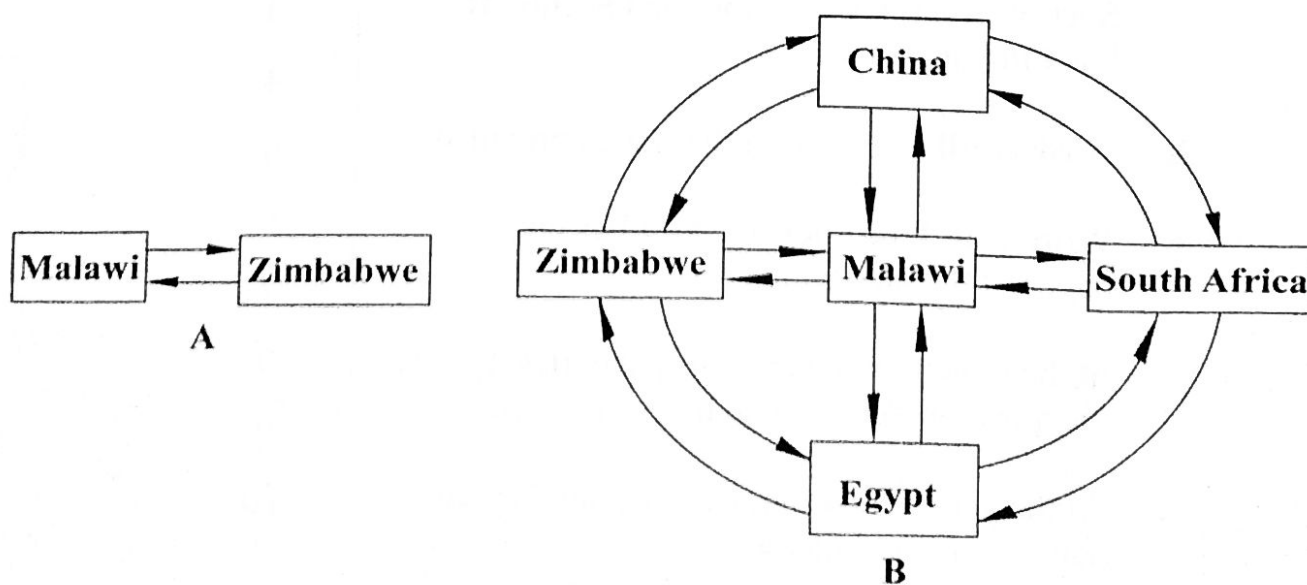


Figure 1

- (i) Name the trade protocols represented by letters **A** and **B**.

A: _____ (1 mark)

B: _____ (1 mark)

1. c. (Continued)

- (ii) Explain any **one** way in which trade protocol represented by letter **A** is important.

 (2 marks)

2. a. Mention any **two** ways in which consumers could protect themselves.

 (2 marks)

b. State any **two** roles of the Ministry of Trade and Industry in home trade.

 (2 marks)

c. **Figure 2** shows stages of a product life cycle.

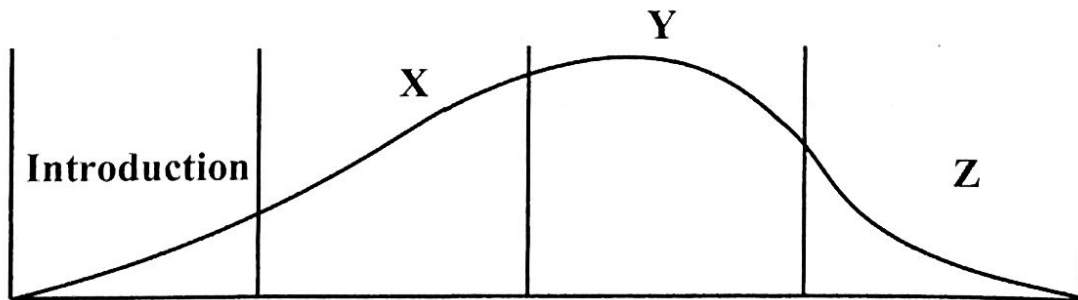


Figure 2

- (i) Name stages **Y** and **Z**.

Y: _____ (1 mark)

Z: _____ (1 mark)

- (ii) State any **two** characteristics of stage **X**.

 (2 marks)

2. (Continued)

- d. Explain any **two** ways in which trade liberalisation is important.

(4 marks)

3. a. State any **two** methods of stock valuation.

(2 marks)

- b. Explain any **two** ways in which distribution of products is important in marketing mix.

(4 marks)

- c. Describe any **two** types of status inquiries.

(4 marks)

4. a. State any **two** risks that **cannot** be insured in business.

(2 marks)

Continued/...

4. (Continued)

- b. Mention any **two** sources of financial status for a new customer.

(2 marks)

- c. State any **two** disadvantages of statutory corporations.

(2 marks)

- d. Describe any **two** factors that have encouraged globalisation.

(4 marks)

5. a. State any **two** reasons for sending an advice note to a buyer.

(2 marks)

- b. Explain any **two** competitive strengths of small businesses.

(4 marks)

5. (Continued)

- c. Cash and Carry is a large chain store at Kabula city. It has 30 shop attendants and 10 cleaners who are paid on weekly basis, whereas managers are paid per month.

(i) Mention the paying system that Cash and Carry is using to pay shop attendants and cleaners.

(1 mark)

(ii) Explain any **two** factors that influenced Cash and Carry to pay employees differently.

(4 marks)

6. a. State the difference between “basic needs” and social needs in Abraham Maslow’s Hierarchy of needs.

(1 mark)

- b. Explain any **two** benefits a business could have if it uses factoring as a means of borrowing money.

(4 marks)

- c. Describe any **one** type of production costs.

(2 marks)

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END OF QUESTION PAPER

NB: This paper contains 10 printed pages.