



UGANDA BUSINESS AND TECHNICAL EXAMINATIONS BOARD
Business and Humanities Certificate Examinations

NOV-DEC 2021 SERIES

PROGRAMME

PROFESSIONAL CERTIFICATE IN SOFTWARE ENGINEERING

PAPER NAME

PRINCIPLES OF ENTREPRENEURSHIP SKILLS

PAPER CODE

PCSE122

YEAR I, SEMESTER II

2½ HOURS

WEDNESDAY, 2ND FEBRUARY, 2022

INSTRUCTIONS TO CANDIDATES

1. This paper consists of **two** sections **A** and **B**.
2. Section **A** is compulsory and carries **20** marks.
3. Section **B** consists of **six** questions. Answer only **four** questions from this section.
4. All questions carry equal marks.
5. All answers to each question should begin on a fresh page.
6. **Do not** write on the question paper.
7. All answers and rough work should be done in the official answer booklet provided.
8. Non-programmable electronic calculators may be used for this examination.
9. Read other instructions on the answer booklet.

SECTION A - (20 MARKS)
Answer all questions in this section.

Question One

- (a) Distinguish between an **entrepreneur** and **entrepreneurship**. (02 marks)
- (b) Define the term **innovation**. (02 marks)
- (c) State **two** types of innovations (02 marks)
- (d) Write down **two** characteristics of small scale enterprises. (02 marks)
- (e) Define a **business plan**. (02 marks)
- (f) State **two** challenges of implementing a business plan. (02 marks)
- (g) Identify **two** sources of capital for small scale business. (02 marks)
- (h) Give **two** challenges faced by small scale business. (02 marks)
- (i) State **two** importance of entrepreneurship ethics. (02 marks)
- (j) Point out **two** ethical challenges facing entrepreneurs. (02 marks)

SECTION A - (80 MARKS)

Answer only four questions from this section.

Question Two

Your friend Jacob missed the lecture on types of entrepreneurs and qualities of successful entrepreneurs. He has approached you for peer learning on the types of entrepreneurs and qualities of successful entrepreneurs.

- (a) Identify **five** types of the above. (10 marks)
- (b) Discuss **five** of such qualities which make them successful. (10 marks)

Question Three

You have found a group of people arguing that entrepreneurship skills should not be taught in institutions. You have been requested to give your opinion on this.

- (a) Explain **five** importance of learning the course unit. (10 marks)
- (b) Discuss **five** stages involved in this process of entrepreneurship. (10 marks)

Question Four

Your lecturer gave a coursework where you were assigned to research and present on the aspect of creativity. Using the finding's from your research.

- (a) State **five** obstacles to the above aspect (10 marks)
- (b) Discuss **five** techniques for developing the aspect above. (10 marks)

Question Five

Your neighbors in the village started a business and it failed. You have realized that the cause of the business failure was due to lack of entrepreneurship ethics.

- (a) Describe **five** principles of such ethics. (10 marks)
- (b) Discuss **five** importance of observing ethics in business. (10 marks)

Question Six

Your friend wants to start a small scale enterprise in their village. He has approached you for guidance on the possible sources of business ideas and the importance of such enterprises.

- (a) Identify **five** sources of such ideas. (10 marks)
- (b) Discuss **five** importance of such enterprises. (10 marks)

Question Seven

You were approached by a group of people carrying out a business, in your village for some technical guidance. Their business was collapsing due to lack of a business plan. You were able to advice and the business has slowly picked up.

- (a) Explain **five** components of such a plan which you emphasized. (10 marks)
- (b) Discuss **five** importance of this plan (10 marks)

END