

P230/3

ENTREPRENEURSHIP EDUCATION

Paper 3

July - August 2022

3 Hours



UGANDA MUSLIM TEACHERS' ASSOCIATION

UMTA JOINT MOCK EXAMINATIONS 2022

UGANDA ADVANCED CERTIFICATE OF EDUCATION

Entrepreneurship Education

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INSTRUCTION:

- This paper consist of **three** sections, **A, B, and C.**
- Answer **four** questions only. All questions carry equal marks
- Section **A** is compulsory
- Answer any **three** questions from Section **B** and **C** choosing at least one question from each section.
- Credit will be given for the use of relevant diagrams and illustrations.
- Any additional question(s) attempted will not be marked.

SECTION A

CASE STUDY

(Answer all parts of this question)

1. Read the case study of Becky and Beckon and answer the questions that follow

Becky and Beckon are business partners managing unique clay enterprise dealing in simple constructions materials like pavers, ventilators, maxpans, floor tiles and roofing tiles. The business is strategically located in the center of Masaka city attracting many clients from the neighboring places.

Like other teachers, Covid 19 pandemic greatly affected the future plans of Becky and Beckon. The duo scanned the environment positively and decided to venture in construction materials as an alternative to teaching during the 2020 lockdown. Before starting the business, they enrolled for a short online course in production of construction materials at Butende vocational institute in Masaka.

From their little saving of Ug 30,000,000, they purchased an old mixer, one old excavator, 2 wheelbarrows, a moulder and tools for design. With many youth being idle in the city, cheap labour services were obtained for production and delivery activities. The business sells high quality products in different designs, charge low prices compared to competitors, gives discount and offers free deliveries. For cash payments beyond shs 1,000,000, a discount of 4% is offered. Cash and credit transactions are observed in the business.

There are plans to register the business and also obtain a trading license to legalize the operations. Transactions for the year 2021 indicated excellent performance with net sales of shs 80,000,000 cost of sales shs 20,000,000/=, net purchases of shs 35,000,000, stock as at 31st December of shs 32,000,000, total debtors of 14,000,000 and creditors of shs. 18,000,000. The biggest challenge today is of NEMA looking at the business as a threat to the natural environment and constantly threatening to close it.

Required:

- a) Give any five factors that account for excellent performance of the business (5marks)
- b) What shows that unique clay enterprise is a good business opportunity? (4marks)
- c) Compute and interpret,
 - i. Gross profit ratio (3marks)
 - ii. Working capital ratio (3marks)
 - iii. Average payment period for credit supplies (3marks)
for unique clay enterprise
- d(i) What challenges is the business likely to face by selling its products on credit? (4marks)
- (ii) Advise the entrepreneurs on ways of overcoming the above challenges. (3marks)

SECTION B
SCHOOL BUSINESS CLUB

(Answer at least one question from this question).

2. For any school business club project in which you actively participated
- a) Describe the project (4marks)
 - b) Write a **SWOT** analysis for club project. (8marks)
 - c) What measures did you develop to improve on the creative ability of the club members? (7marks)
 - d) How did you ensure sustainability of the project in your school? (6marks)
3. In reference to the school business project managed by your school business club.
- a) Give the general description of the business (4marks)
 - b) Which tools did you use to monitor the performance of the business? (6marks)
 - c) Describe the administrative structure of the club. (6marks)
 - d) What types of inventories did you keep in the business? (4marks)
 - (ii) How did you ensure proper management of the inventories? (5marks)

SECTION C
FIELD ATTACHMENT AND TRIP

(Answer at least one question from this section).

4. For any field attachment conducted,
- a) Describe the business. (4marks)
 - b) What is being done by the management of the business to ensure proper handling of waste materials? (6marks)
 - c) Describe the methods of costing products used by the business you are attached to (4marks)
 - (ii). Advise the entrepreneur on the techniques of minimizing costs and maximizing profits. (5marks)
 - d) How does the business you were attached to maintain employee moral? (6 marks)

5. For any field trip conducted as an individual or group.

(1mark)

a) Describe the business.

b) What are the factors that were considered when designing the plant layout?

(7marks)

c) Give a description of the source document used by the business visited.

(4marks)

d) What control measures does the business visited put in place to increase the flow of funds?

(5marks)

e) How does the business promote customer satisfaction?

(5marks)

END