P230/1

**ENTREPRENEURSHIP**

**EDUCATION**

**PAPER 1**

3HOURS

ST HENRY’S COLLEGE GANGU EXAMINATIONS

S.6

Uganda Advanced Certificate of Education

**ENTREPRENEURSHIP EDUCATION**

**PAPER 1**

3HOURS

**INSTRUCTIONS TO CANDIDATES**:

* This paper consists of two sections A and B.
* Answer **five** questions only
* Section A is **compulsory**. Answers to this section should be precise and concise
* Answer **four** questions from section B.
* Credit will be given for use of relevant diagrams and illustrations
* Any additional question(s) answered will not be marked.

**SECTION A (20MARKS)**

**Attempt all questions of this section**

1 (a) (i). Define the term social entrepreneurship. **01mk**

(ii). State any three characteristics of social entrepreneurs. **03mks**

(b) (i). Identify two sources of capital in your country**. 02mks**

(ii). Suggest two ways of speeding up collection of cash from debtors of the

business**. 02mks**

(c) (i). Define labour turn over  **01mk**

(ii). If a business had 150 leavers (employees leaving the business) during the

year and on average it employed 2000 people during the year. Calculate its labour turn over. **03mks**

(d) (i). Distinguish between vision and visionary leadership **02mks**

(ii). Give two ways of saving natural resources **02mks**

(e) (i). Identify any two factors considered when analyzing competition **02mks**

(ii).Give two types of competition in business **02mks**

**SECTION B (80 MKS)**

**Answer any four questions from this section.**

2 (a). Explain factors that should be considered by an entrepreneur when making

production decisions. **08mks**

(b). Describe the techniques used by entrepreneurs to reduce the cost of production in your country. **12mks**

3 (a). Why may an entrepreneur train employees? **10mks**

(b). Describe the procedure for training employees **10mks**

4 (a). Describe the major characteristics of innovators **10mks**

(b). Explain the factors that hinder entrepreneurial motivation **10mks**

5 (a). What is the role of small and medium enterprises in promoting development? **10mks**

(b). Why are formal businesses preferred to informal businesses **10mks**

6 (a). Explain the factors affecting competition in business **08mks**

(b). Explain the ways through which entrepreneurs cope with competition  **12mks**

7 (a). Why is it necessary to use salesmanship in an enterprise **08mks**

(b). Account for the low tax compliance in your country **12mks**

**END**