**845/2**

**ENTREPRENEURSHIP**

**EDUCATION**

**2:30 HOURS**

**UGANDA CERTIFICATE OF EDUCATION**

**PRE-REGISTRATION EXAMINATIONS 2016**

**ENTREPRENEURSHIP EDUCATION**

**PAPER 2**

**TIME: 2 HOURS 30 MINUTES**

**Instructions:**

Section A is **compulsory** and answer any **three** questions in section B.

**SECTION A**

1. a) Name any two business ethics that an entrepreneur should practice towards;

i) The employees (2 marks)

ii) The customers (2 marks)

b) State any two components of

i) natural environment (2 marks)

ii) Business environment (2 marks)

c. i) Define a business idea. (1 mark)

ii) State any three sources of business ideas. (3 marks)

d. i) State any two principles of insurance. (2 marks)

ii) Mention any two documents used in insurance. (2 marks)

e. i) Define the term Book keeping. (1 mark)

ii) Mention any three reasons for keeping accounting records. (3 marks)

f. Give any four types of books of original entry. (4 marks)

g. i) Define the term “Agro-processing”. (1 mark)

ii) Mention any three types of manufacturing business. (3 marks)

h. State any four business laws applicable in Uganda. (4 marks)

i) Distinguish between marketing and selling. (4 marks)

j) The following were from FEB enterprises.

|  |  |
| --- | --- |
|  | Shs |
| Net sales | 550,000 |
| Opening stock | 3,300,000 |
| Closing stock | 700,000 |
| Expenses | 540,000 |
| Net Puchases | 800,000 |
|  |  |

Determine the following;

i) Gross profit (2 marks)

ii) Net profit (2 marks)

**SECTION B**

2. a) Describe the functions of Bank of Uganda. (8 marks)

b) Explain the various ways through which the central bank controls the amount of money in circulation in your country. (12 marks)

3. a) Explain the causes of unemployment in Uganda. (10 marks)

b) What are the measures taken to reduce unemployment problem?

(10 marks)

4.a) What is the importance of a business plan? (8 marks)

b) Explain the factors that limit the successful implementation of a business plan. (12 marks)

5. a) Describe the factors that are considered when selecting raw –materials.

(10 marks)

b) What are the advantages and disadvantages of packaging? (10 marks)

6. a) Explain the marketing mix. (10 marks)

b) What are the merits and demerits of selling goods on credit? (10 marks)

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