

KIYALA HIGH SCHOOL
END OF TERM ONE ASSESSMENT TEST - 2024
ENTREPRENEURSHIP

Paper 1

S.2

2 Hours

INSTRUCTIONS

- *This paper consists of two sections A and B. It has **four** examination items.*
- *Section A is **compulsory**.*
- *Answer **one** item from section B*
- *Any additional item answered will not be **scored***

SECTION A

*Attempt **all** the items in this section.*

Item 1

Okello has an acre of land next to Lake Bisina. He has saved 6,000,000 shs. and would like to use these resources to start a business. However, he is not sure of what to do.

Task.

Use your entrepreneurial skills to guide Okello;

- a) Select a viable type of business. **(02 scores)**
- b) Budget for the selected business. **(02 scores)**
- c) Describe the expected source of funds to be used in business. **(06 scores)**

Item 2

John Olupot started a retail business in a remote area with a low market. Olupot never possessed any entrepreneurial ability, He often gave out items from his shop to friends on credit but no serious follow up that many of them never settled their debts.

He involved his family members in his business. These used to take goods for personal and home use without paying for them. He always spent the business cash on his leisure activities. He gave little attention to customers and used to open and close his shop anytime he wanted. Olupot lacked business records for different transactions and took some stock for home use.

After two years, he realized that the shop shelves were empty, He also had very low sales and even the stock in business had become obsolete or expired due to the few customers that were coming to his shop. He is now stranded on what to do to revive his business.

Task.

Explain to Olupot;

- a) The common management mistakes that caused his business to fall.
- b) The indicators that his business is failing.
- c) The measures that he should employ to revive his collapsing business

SECTION B

Attempt only one item in this section.

Item 3

Ongino is a remote town council near Lake Bisina in Kumi district. It is a congested area with many people staying in very poor slum conditions. You have visited this town and found out that many youths in the area do not have jobs.

These youths have resorted to anti-social behaviours like prostitution, theft and robbery which has affected their well being and growth of the area.

You have also found out that the town council's location near the Lake attracts many tourists both from within Uganda and abroad. You are provided with a market survey report which indicates that there are many business opportunities which can be turned into successful businesses. The report has further indicated that the government has promised to provide electricity and to construct a good roads in this area.

Task

- a)** Advise the youths of Ongino town council on the different business ideas they can generate from their environment. **(05 scores)**
- b)** Design a chart showing how useful a market survey can be for the youths of Ongino. **(05 scores)**

Item 4

Many youth in your village are aspiring to become successful entrepreneurs. Some of them have asked successful business people in the area to tell them the secret behind the success of their business but have not got any answers. They would like to know the characteristics that would enable an entrepreneur to become successful.

Task

- a)** Explain the characteristics of an entrepreneur that would make these youth entrepreneurs successful. **(05 scores)**
- b)** Write to them on the possible business risks that they should expect when doing business. **(05 scores)**

END