

**TERM TWO ENTREPRENEURSHIP EDUCATION SEMINAR HELD AT OLD
KAMPALA SECONDARY SCHOOL ON 02/07/2023.**

PART ONE PP1

- 1a(i) Define the term transitional phase as used in change
- (ii) Give any three negative implications of the transitional change to an enterprise
- b(i) What is meant by the term SWOT analysis ?
- (ii) Mention any three opportunities available for entrepreneurs in Uganda
- c(i) Outline any two advantages of small and medium enterprises
- (ii) Give any two roles of Small and medium enterprises in the development of Uganda
- d(i) What is meant by the term Visionary approach as used in social entrepreneurship
- (ii) Outline the steps involved in carrying out a visionary approach
- e(i) Define the term employee remuneration
- (ii) Give any three reasons for paying workers well
- f) State any four types of bonds traded on Uganda's capital markets
- g(i) Define the term plant layout
- (ii) Give any three functions of a good plant layout

Mr. Sebugwawo Livingstone Tomusange Our lady of Africa secondary schools

PART TWO PP1

2 (a) Discuss the behavioral characteristics possessed by people with a strong need for achievement.

(b) Explain the factors that enhance the development of a positive mental attitude among entrepreneurs. **Mr. Kizito Siraje Kawempe Muslim Secondary school**

3(a) For communication to be effective there are doctrines that are followed, give and explain any five of them.

(b) Describe the techniques that should be used by entrepreneurs to improve listening skills. **Mr. Sembusi Richard - Trinity senior Academy - Bwebajja**

4(a) Describe the principles that govern a negotiation process.

(b) What challenges are encountered in the process of negotiation?

Patron London college of St. Lawrence / Patron Caltec academy Makerere

5(a) Describe the socio-cultural factors that Limit the entrepreneurship development.

(b) Explain the factors in the global environment that affect entrepreneurial intentions and opportunity orientation. **Katikamu Light College**

6(a) Describe the procedure of;

(i) Making a career decision

(ii) Researching a business idea.

(iii) Turning a business idea into a product.

b) Explain the factors considered when evaluating business ideas to select the most attractive one. **Mr. Luwaga Ronald St Noah Zzana**

7(a) Describe the factors that determine women participation in entrepreneurial activities in Uganda

(b) Suggest the measures that can be undertaken to encourage Uganda women to participate in entrepreneurial activities. **Mr. Luwaga Ronald St Noah Zzana**

8(a) Explain the procedures involved in preparation of a plan for starting up a business

(b) Describe the structure of an executive summary of a business plan.

Patron Katikamu Light College / Patron Kanjuki S.S

9(a) Account for the popularity of indirect taxes over direct taxes in Uganda.

(b) Explain the challenges being faced by tax authorities in the process of managing taxes in Uganda

Patron God's way High school / Vision international

10(a) Outline any six contents of a document that forms an agreement between the insured and the insurer

(b) Explain the factors that are considered by an insurer when determining the premium to be paid by the insured. **Mr. Sembusi Richard - Trinity senior Academy - Bwebajja**

NB: Tips on handling paper 1 questions – Mr. Kizito Siraje Kawempe Muslim Secondary school.

PART ONE PP2 : PROJECT MANAGEMENT SKILLS

11. Majeme operates a business complex which deals in the purchase of cereals from within Uganda and abroad, processing of these cereals and also owns a transport company. His businesses are insured against a number of risks in various insurance companies. He also carries out both cash and credit transactions.

(a) Write a debt reminder to your customer who is hesitating to clear a debt of UGX 6.5 m

(b) Prepare a supplementary invoice to your customer to whom you issued an invoice with an undercharge

(c) Design a programme for acquiring an insurance contract

(d) Prepare a marketing plan for the business

(e) Formulate the guidelines for ensuring safety of business machinery and equipment

(f) Draft a working capital budget for the business

Mr Lutaaya Moses - Our lady of Africa secondary schools./ Patron Katikamu Light College

PART TWO PP2 : FINANCIAL MANAGEMENT SKILLS

12 (a) The following balances were extracted from the financial statement of Tomusange enterprises at the end of the year 2022.

| particulars | shs | particulars | shs |
|--------------------|------------|---------------------|------------|
| cash | 6,000,000 | Bank | (1400,000) |
| Sales | 80,000,000 | Purchases | 34,000,000 |
| Fixed assets | 14,000,000 | Rate of stock turn | 10 times |
| Closing stock | 5,000,000 | Accounts payable | 1000,000 |
| Operating expenses | 16,000,000 | Accounts receivable | 14,000,000 |
| Average stock | 8,000,000 | Rent income owing | 100,000 |

Calculate;

- (i) Sales at cost
- (ii) Net profit
- (iii) Working capital

Compute and interpret:

- (iv) Inventory holding period in weeks.
- (v) Rate of Creditors turn over.
- (vi) Acid test ratio.
- (vii) Average collection period for debts in days.

(b) Using the tax rates table below.

| | Monthly incomes (shs) | Tax rates |
|----|---|--|
| 1 | Not exceeding shs 235,000 | Nil |
| 2 | Exceeding shs 235,000 but not exceeding 335,000 | 10% of the amount by which chargeable income exceeds shs 235,000 |
| 3 | Exceeding shs 335,000 but not exceeding shs 410,000 | Shs 10,000 plus 20% of the amount by which chargeable income exceeds shs 335,000 |
| 4. | Exceeding shs 410,000 | (a) Shs 25,000 plus 30% of the amount by which chargeable income exceeds shs 410,000. (b) Where the chargeable income of an individual exceeds shs 10,000,000 an additional 10% is charged on the amount which chargeable income exceeds shs 10,000,000 |

Compute the tax liability for the employees whose salaries are as below;

| Number | Name | Salary (Shs) |
|--------|--------|-----------------|
| i | Mutoo | shs 495,000 |
| ii | Wokowu | shs 185,000,000 |
| iii | Duki | shs 9,600,000 |
| iv | Mwa | shs 351,000 |
| v | Anzo | shs 4,000,000 |

On top of their salaries each is given medical allowance of shs 255,000, Travel allowance of shs 180,000 and housing allowance of shs 380,000.

(c) Awiya carried out the following transactions during the month of September 2021;

| Goods | Purchases inclusive (shs) | Sales VAT inclusive (shs) |
|-------------|---------------------------|---------------------------|
| Spare parts | 10,200,000 | 162,000,000 |
| Foot wear | 60,000,000 | 128,,000,000 |
| Bring bring | 4,000,000 | 106,000,000 |
| Computers | 144,,000,000 | 920,000,000 |

Use VAT output and VAT input approach to Compute VAT payable for each good.

(d) Given the following landlords who own rental houses with the rooms below;

| Name | No of rooms | Income per room per month (Shs) |
|----------|-------------|---------------------------------|
| Ndagire | 05 | 3,250,000 |
| Ssekitto | 04 | 8,900,000 |

Each of them incurred interest on mortgage Shs 250,000 and Shs 235,000 for security. The income tax act provides that the threshold is Shs 2,820,000 and rental income tax rate is 12%. Calculate the;

- (i) Gross rental income for each
- (ii) Rental income tax payable by each Land lord.

Mr. Mwima James- Gayaza Road secondary school/ Patron Atlas high school Gayaza

NB: Tips on handling paper 2 questions-

PART 1 PP3: CASE STUDY

13. Kalimunjaye is a prominent entrepreneur in Mukono district. He started his business career way back in 2008 after completing his double main agricultural programme at Soroti Business College.

Kali deals in the growing of crops, fruits as well as vegetables and on top of growing the above, he also buys the produce from farmers in the central districts of Uganda and sells them in and outside the country.

Kali has five trucks that he uses to transport the produce from the different parts of the country and to markets outside Uganda.

His business is insured in different insurance companies against different risks in order to safeguard it against total loss.

He employs several workers who include the human resource manager, Shamba boys and girls, drivers, purchasing manager, marketing manager, marketing officers etc. All these workers are promptly and fairly paid, respected, regularly trained, listened to and are given good working conditions.

The HRM plans for the business in terms of the number and type of workers needed by the business and how and when to get them from while the purchasing manager is responsible for buying business requirements and he follows the purchasing procedure to do so.

The good organization of the business has made it successful and the entrepreneur is planning to establish a processing department in order to add value on the produce.

Questions

- (a) Explain the insurance policies bought by the business
- b(i) What ethics are shown by the entrepreneur towards his employees?
- (ii) Outline any four benefits enjoyed by the business as a result of being ethical towards employees
- (c) For what purpose is manpower planning to the business?
- (d) Describe the procedure followed by the purchasing manager when buying business requirements. **Mr Walakira Hussein-Old Kampala Secondary School / Patron Mehta S.S Lugazi**

PART 2 PP3: SCHOOL BUSINESS CLUBS

14. With reference to the project carried out by the school business club;

- (a) Describe the nature of the project
- (b) What strategies were used to maintain a large market share regardless of the existence of competition in school?
- (c) Explain the measures that were used to ensure production of quality products
- d (i) State any five marketing challenges faced by the project
- (ii) How did you overcome the challenges mentioned in 2b(i) above
- e) Describe the production activities of your project
- f(i) State the factors that made your project viable
- (ii) Explain the measures you used to increase the profitability of the project

Mr. Sebugwawo Livingstone Tomusange/ Patron Agha Khan high school

PART 3 PP3: FIELD ATTACHMENT AND TRIPS

15. For any field attachment you carried out;

- (a) Give the description of the business
- (b) State any five objectives of the business
- (c) Describe the organizational structure of the business
- (d) Identify any four competitive advantages of the business you were attached to.
- (e) Illustrate the site plan for the business that you were attached to.

Mr. Sekyango Kenneth - Our lady of Africa secondary schools / Patron Kitende S.S

16. With reference to any one business field trip that you conducted either as an individual or group:

- (a) Describe the nature of the enterprise
- (b) Describe the marketing mix of the business
- (c) What techniques of communication with customers are used by the entrepreneur when presenting his products?
- (d) How does the business conduct performance appraisal?
- (e) What factors does the entrepreneur consider when evaluating business competition?

Mr. Ssekyango Kenneth - Our lady of Africa secondary schools / Patron Seeta High School

NB: Tips on handling paper 3 questions - Sebugwawo Livingstone Tomusange Our lady of Africa Secondary Schools

Note: UEBETA sets mocks exams for Senior 4 and 6.

This year's mock examinations will start on 17/07/2023.

Registration is in progress at Polydia Courts.

For information contact: 0772/0752 - 005184, 0774701960

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