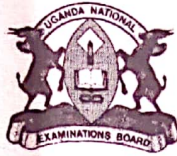


**845/1**  
**ENTREPRENEURSHIP**  
**EDUCATION**  
**Paper 1**  
**Oct./Nov. 2022**  
**2½ hours**



**UGANDA NATIONAL EXAMINATIONS BOARD**

**Uganda Certificate of Education**  
**ENTREPRENEURSHIP EDUCATION**

**Paper 1**

**2 hours 30 minutes**

**INSTRUCTIONS TO CANDIDATES:**

*Answer only **four** questions.*

*All questions carry equal marks.*

*Credit will be given for use of relevant diagrams and illustrations.*

*Any additional question answered will **not** be marked.*

1. You are intending to start a business in your community during your S4 vacation.
  - (a) Describe the indicators that will guide you to select a good business opportunity. (08 marks)
  - (b) Design a channel you plan to use in distributing your products. (06 marks)
  - (c) Other than advertising, suggest any **six** ways you will use to increase sales of your products. (06 marks)
  - (d) Prepare an advert for your business products. (05 marks)
2. The Petty Cashier of Baker Enterprise is given a weekly imprest of Shs200,000. At the beginning of the week starting 3<sup>rd</sup> June 2022, she had a cash balance of Shs41,000 from the previous week. The following transactions were made by the cashier during the week ending 8<sup>th</sup> June 2022:

**June:**

	Shs
3 <sup>rd</sup> Received re-imbursement.	159,000
4 <sup>th</sup> Bought office cleaning materials.	24,000
4 <sup>th</sup> Paid for staff tea	15,000
5 <sup>th</sup> Paid for manager's travel fare	30,000 ✓
5 <sup>th</sup> Bought sodas for staff	10,000
6 <sup>th</sup> Paid for transport.	15,000 ✓
6 <sup>th</sup> Bought airtime for office phone	1,500 ✓
6 <sup>th</sup> Bought a ream of paper for general use.	24,000 ✓
7 <sup>th</sup> Bought food for staff	10,000 ✓
7 <sup>th</sup> Bought sugar and tea	4,000 ✓
7 <sup>th</sup> Bought staple wires	1000 ✓
8 <sup>th</sup> Bought envelopes	2,000 ✓
8 <sup>th</sup> Paid cleaner's wages	10,000 ✓
8 <sup>th</sup> Bought a broom	500
8 <sup>th</sup> Paid for weekly newspaper	14,000

**Required:**

- (a) Prepare Baker Enterprise's Petty Cashbook having analysis columns for; Stationery, Cleaning, Travelling and Office expenses. (21 marks)
- (b) Post the total expenses in the petty cashbook to the relevant ledger accounts. (04 mark)

161 000

27 34500 45,000 54500



3. You have decided to begin a tree-planting business in your community.
- State any **five** objectives of setting up the tree-planting business. (05 marks)
  - Explain any **four** factors you will consider when determining wages for your personnel. (08 marks)
  - Outline any **six** contributions of your family members to the business. (06 marks)
  - Identify any **six** pre-operating expenses of your business. (06 marks)
4. The following balances were extracted from the books of Farm Supplies as at 31<sup>st</sup> December 2021:

	Shs
Capital	12,280,000
Creditors	800,000
Premises	7,450,000
Land	12,680,000
Sales ✓	80,600,000
Purchases	35,000,000
✓Carriage inwards	5,000,000
✓Carriage outwards	3,000,000
Stock (01/Jan/2021)	15,000,000
Discount allowed	2,000,000
Promotion expenses	5,000,000
Stationery	6,000,000
Discount received ✓	3,000,000
Sales returns ✓	600,000
✓Purchases returns	4,000,000
Stock (31/Dec/2021)	4,000,000
Debtors	8,750,000
Bank 89080 97,280 102,280	10,200,000
NCB Bank loan 100280	6,000,000
Town bank loan (5 years)	4,000,000

**Required:** Prepare for Farm Supplies a;

- Trial Balance as at 31<sup>st</sup> December 2021. 108,080 113,080 (10 marks)
- Trading, Profit and Loss Account for the year ended 31<sup>st</sup> December 2021. (15 marks)



5. There is a general complaint about unethical business practices by entrepreneurs in your society. As an entrepreneur,

(a) write guidelines that entrepreneurs should follow when dealing with their;

(i) customers. (05 marks)

(ii) employees. (05 marks)

(iii) society. (05 marks)

(b) advise the entrepreneurs on any **five** benefits of practicing business ethics. (10 marks)