

## S.5 ENTERPRENUERSHIP

### PAPER ONE

TIME: 2½HRS

#### INSTRUCTIONS

SECTION A IS COMPULSORY ANSWERS SHOULD BE PRECISE.

1. a. (i) Distinguish between a balance sheet and an income statement. 2marks  
(ii) Give any two reasons for record keeping for a business. 2marks  
b.(i) what is transitional change? 1 mark  
(ii) Give three examples of transitional change. 3marks  
c. Give four advantages of innovation. 4marks  
d. (i) Define the term motivation? 1mark  
(ii) How can the employer motivate his workers/employees. 3marks  
e. Kansiimes books of accounts had the following records.

Stock on 1/1/2013	200,000
Purchase	480,000
Sales	820,000
Returns inwards	50,000
Stock on 31/12/2013	100,000

Determine:

- (i) Cost of sales 2marks
- (ii) Turn over 2marks

#### SECTION B (answer 3 questions)

2. a) Explain the reasons why people in an organization may resist change. 10marks  
b) Suggest ways of promoting change in business. 10marks
3. a) Under what circumstances may employees be paid different wages? 10marks  
b) What is the importance of training and developing workers in an organization? 10 marks
4. a) What challenges are faced by family businesses in Uganda. 10marks  
b) Suggest measures that should be taken to overcome the challenges of family businesses in Uganda. 10 marks
5. a) Explain the principals of Negotiation? 10 marks  
b) Suggest some of the challenges encountered in carrying out Negotiation. 10marks
6. a) What are the factors considered when choosing a medium of communication? 10marks  
b) Explain the barriers to effective communication in Uganda today? 10 marks

END.