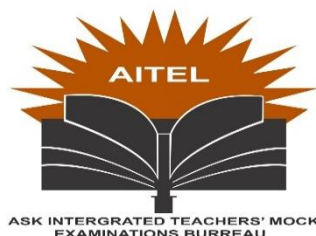


845/2
ENTREPRENEURSHIP
EDUCATION
Paper 2
2023
2½ hours



AITEL JOINT MOCK EXAMINATION

Uganda Certificate of Education

ENTREPRENEURSHIP

EDUCATION

Paper 2

2 hour 30 minutes

INSTRUCTIONS TO CANDIDATES:

Answer **Four** Questions

Section A is **compulsory** Answers to this section should be short and to the point.

Answer **Three** questions from section B.

All questions in section B carry **equal marks**.

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

SECTION A

1. (a)i. Define the term “Double Entry” (02mks)
 - ii. Give reasons for Book –Keeping. (03mks)
- (b) Outline any four advantages of saving to an Individual. (04mks)
- (c) State any four conditions under which a business contract can be terminated . (04mks)
- (d) Give any two causes of Depreciation in fixed Assets. (02mks)
- (e) Explain clearly the difference between standing order system and credit transfer system. (04mks)
- (f) Suggest three measures that you can take to reduce costs in your business. (03mks)
- (g) Distinguish between cash discount and trade discount. (04mks)
- (h) What are pre-operating expenses? (02mks)
- (i)a) What is a cheque? (02mks)
 - b) Explain the following parties to a cheque:
 - i. Drawer (01mk)
 - ii. Drawee (01mk)
 - iii. Payee (01mk)
- (j) Define persuasive Advertising (02mks)
- (k) Distinguish between:
 - i. Return inwards and Return outwards (04mks)
- (l) What is Sales Promotion? (01mk)

SECTION B

2. (a) Explain the following Insurance Principles:
 - i. Proximate cause (02mks)
 - ii. Subrogation (02mks)
- (b) Give any two examples of Non Insurable Risks. (02mks)
- (c) Explain the importance of Insurance. (14mks)

3. (a) Distinguish clearly between Packaging and Branding. (04mks)
- (b) Give advantages and disadvantages of Branding (10mks)
- (c) Give /Explain the qualities of good packaging material. (06mks)

4. (a) Give Advantages and Disadvantages of selling goods on Credit (10mks)
- (b) Explain the various ways used by Entrepreneurs to manage Credit sales. (04mks)

5. (a) Explain the benefits of preparing a Business Plan to an Entrepreneur. (10mks)
- (b) Give the problems faced by Entrepreneurs when preparing Business Plans. (10mks)

6. (a) Differentiate between an “ Employer” and “Employee”. (04mks)
- (b) Explain the factors considered by Entrepreneurs before recruiting Employees. (12mks)
- (c) State any four methods used by Entrepreneurs to motivate Employees. (04mks)