

845/1  
ENTREPRENEURSHIP  
EDUCATION  
PAPER 1  
November 2023  
2 hours



## WAKISSHA JOINT EXAMINATIONS

End of Year Assessment

SENIOR THREE

ENTREPRENEURSHIP EDUCATION

Paper 1

2 hours

### INSTRUCTIONS

- There are two sections in this paper, Section A and Section B.
- Section A is compulsory.
- Attempt any three items from Section B. All items in this section carry equal scores.
- Use of relevant illustrations and examples will be an added advantage.

**THIS TABLE BELOW IS FOR EXAMINER USE ONLY**

For Assessor's use only			
Section	Question	Maximum	Scores obtained
A	1-15	40	
B (3 out of 5)	16	20	
	17	20	
	18	20	
	19	20	
	20	20	
Total		100	

## SECTION A (40 scores)

1. The government of Uganda has changed the and learning curriculum among the changes entrepreneurship was made compulsory. In your own views agree with the government initiatives. (2 scores)

i. ....

ii. ....

2. Musisi is operating a mobile money business in Wakiso town, offering a number of money transfer services. In a dialogue you had with him he told a number of hindrances on the kind of business suggest any two of these faced by Musisi in his business. (02 scores)

i. ....

ii. ....

3. As an entrepreneurship scholar you have witnessed many young people go to university, graduate in several disciplines but end up jobless and frustrated. Many of such young people are looking for survival jobs in the middle east. What could be the cause of such joblessness despite attaining university education (02 scores)

i. ....

ii. ....

4. Women in Nansana town started a Savings and Credit Cooperative Society (SACCO), which provides loans to enable them start and manage their businesses. After two years, but some community women several concerns within the SACCO among included the rich and prominent members influencing the decisions and some women are denied the opportunity to join. What principles of sacco were violated basing on community concerns. (02 scores)

i. ....

ii. ....

5. The accountant of REMA Enterprises received an invoice of Shs 3,200,000/= from a supplier with a cash discount of 2% if payment is made within 14 days. Calculate the amount of money to be paid by REMA Enterprises if payment is made in 7 days. (02 scores)

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- The chairperson LC1 of your community with the government of your district have organised a community meeting among the key issues on the agenda is responsibility of citizens in supporting local government through paying taxes. As an entrepreneurship student have been requested to convince the village members in two points to support the local authority efforts. **(02 scores)**
- i. ....
- ii. ....
7. After identifying a good business idea, Kamodo, an entrepreneur in Ngora town, is thinking of conducting a market survey before starting the business. Mention any two reasons why Kamodo should carry out a market survey. **(02 scores)**
- i. ....
- ii. ....
8. In your local trading centre, you have witnessed several shops selling related commodities. Some have become more successful than others despite dealing in similar commodities and serving the same customers. It is thought by locals that those who are successful use charms. As an entrepreneurship student, give two reasons you think some entrepreneurs are more successful than others. **(02 scores)**
- i. ....
- ii. ....
9. Akello is an entrepreneur in Lira City operating a hardware shop with about 20 workers. He has a challenge of workers resigning almost every month citing a lot negative issues with their employer and his customers are running away. As an excellent entrepreneur advise Akello on any two ways to avoid this among employees. **(02 scores)**
- i. ....
- ii. ....
10. Hakim a senior three drop out borrowed shs20000 from the area LC1 chairman and started a mandazi flying business in her village town. The business is facing limited expansion due to the small capital invested. Advise hakim on other two possible sources of business capital. **(02 scores)**
- i. ....
- ii. ....
11. Mudang is a retailer operating a supermarket in Gulu city. The supermarket is located next to a slum with no street lights and less security apparatus. There is quite a number of idlers smoking on the supermarket Veranda at night since the supermarket is near a makeshift video hall.
- a) Identify any **two** risks which the above business is exposed to. **(02 scores)**
- (i) ....
- (ii) ....
- b) Advise the business owner on any two measures to be undertaken to minimise the risks mentioned in (a) above. **(02 scores)**
- (i) ....
- (ii) ....

**Turn Over**

- i. ....
- ii. ....
- iii. ....
- iv. ....

- i. ....
- ii. ....
- iii. ....
- iv. ....

- i. ....
- ii. ....
- iii. ....
- iv. ....

- i. ....
- ii. ....
- iii. ....
- iv. ....

16. Kapere a popular comedian in kampala has made savings of shs 10,000,000 from his acting career. He thought of starting a commercial U-tube channel to market himself to the online audience. Without seeking professional advice, his business is not doing well as he would have wished.

- b) With reasons, advise Kapere on any **six** possible business ideas that he can take up.

[illegible]



- Kazungu is planning to open up a large-scale super market in Masaka City.  
As a requirement he has to formalise the business.
- a) Guide Kazungu on any five steps to follow when formalising his business. (10 scores)
- b) What will Kazungu need to formalise his business? (04 scores)
- c) What benefits will Kazungu enjoy from registering his business? (06 scores)
18. A group of maize farmers in Mubende have for so long been practicing maize cultivation and sale. However due absence of value addition, they have achieved less returns resulting to some farmers abandoning the trade all together. The farmers have decided to start a small maize milling plant to add value to their produce.
- a) using your knowledge about machinery, tools and equipment, advise the farmers on what to look out for in their quest for the maize mill? (16 scores)
- b) What challenges are these farmers likely to face when adapting to use of machinery. (4 scores)
19. As an entrepreneurship scholar, you have been approached by a boda-boda rider's group seeking to ask for a grant from government. Explain to the riders why it's necessary to write a business plan and give them guidelines on how they can develop a marketing plan. (20 scores)
20. Nkwacho, an entrepreneur in Kabale buys his goods from Kampala in bulk. He normally moves with large sums of money to pay his suppliers yet he has an account in the bank. He has been advised that he can make payments to his suppliers while in Kabale.
- a) Advise him on how he can use modern technology in banking payments to his suppliers. (10 scores)
- b) Assess the benefits Nkwacho will enjoy by using modern technology in banking. (10 scores)

**END**