



MATIGO EXAMINATIONS BOARD
UGANDA CERTIFICATE OF LOWER SECONDARY EDUCATION
END OF YEAR ASSESSMENT 2022
SENIOR TWO
ENTREPRENEURSHIP

Time allowed: 2 hour 15 minutes

Please write clearly in block capitals

Learner's Number:

Name:

Signature:

Materials

For this paper you must have:

- ✓ a pen
- ✓ a pencil
- ✓ booklet

Instructions:

- ✓ Use black ink or black, blue ball-point pen.
- ✓ Fill in the boxes at the top of this page.
- ✓ Answer only four questions
- ✓ Use proper English

Information

- ✓ There are 80 marks available on this paper.
- ✓ The marks for questions are shown in brackets.
- ✓ You are reminded of the need for good English and clear presentation in your answers

| For Examiner's Use | |
|--------------------|------|
| Question | Mark |
| 1 | |
| 2 | |
| 3 | |
| 4 | |
| 5 | |
| 6 | |
| 7 | |
| 8 | |
| TOTAL | |

1. Entrepreneurship refers to the spirit of taking a risk to set up a business or an enterprise to produce and sell goods or services in order to meet the customers' needs with an aim of earning profits. Below are examples of entrepreneurship:



A

B

TASK

- (a) Study the above pictures (Figures A & B) and explain the different activities taking place. (20 marks)
 - (b) Describe any 2 successful entrepreneurs in your community stating the qualities that have led to their success.
2. Studies at Makerere Business school identified entrepreneurship as key to improving employment opportunities. The university now offers classes in entrepreneurship. The classes teach skills such as managing relationships, negotiation and contracting. Students come from many different backgrounds, from social work to sports science and law. The university's strategy is to give students skills that can help them develop business ideas related to their fields of study. The new businesses can, in turn, provide jobs to many skilled Ugandans. The government also urges students to be innovative and create their own jobs. Musanze Institute of Higher Education educates engineers. The school opened an incubation centre. When a bird incubates its eggs, it keeps them at favorable conditions so that they can hatch. An incubation center is similar. It assists graduates with developing their entrepreneurial ideas. They also assist graduates to apply for funding from the banks.

TASK:

At an entrepreneurship center, students receive help with researching the market, looking for funds and finding mentors. Explain how students can combine these skills with their field of study to create new jobs. (20 marks)

3. Alex Muhangi is the founder and artistic director of comedy files Company in Kampala. He has a passion for the performing arts. Alex feels that art creates a space where people can talk about issues. one his plays. It tells the story of an old man who used three stones to cook a meal. A stone on its own cannot support the pot, so to avoid spilling the meal, the pot needed the support of all three stones. Through Comedy files Theatre, Alex has

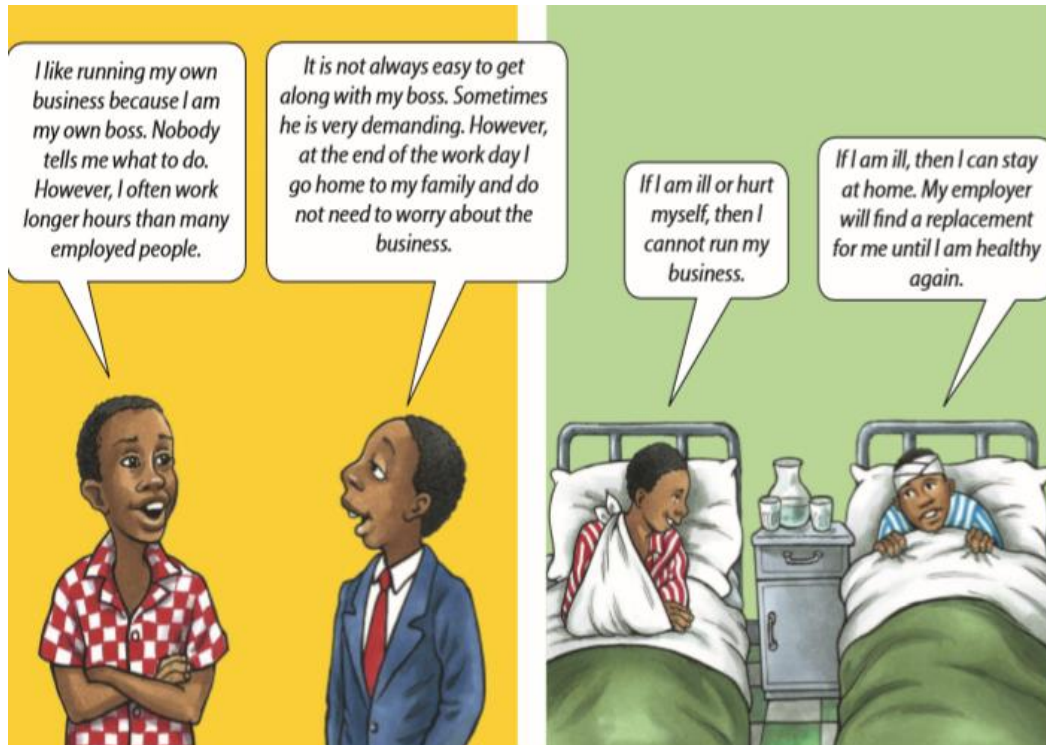
produced and directed powerful plays covering topics from sexism to HIV/Aids awareness. Source: <http://allafrica.com/stories/201405010383.html>

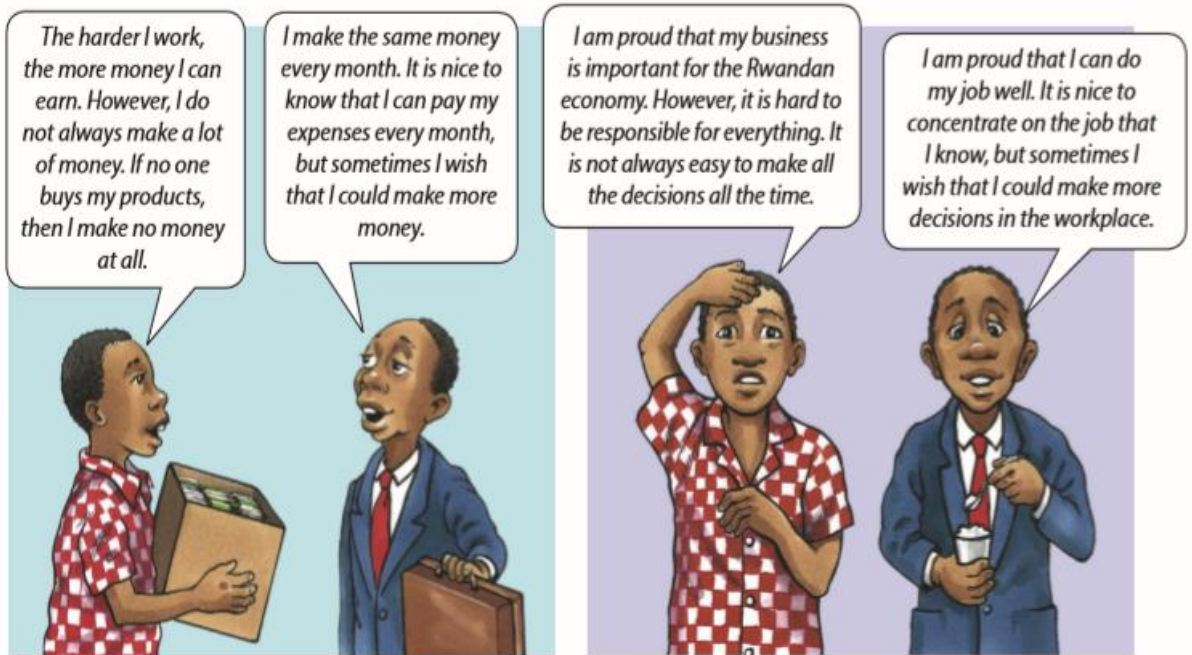


TASK

- (a) Is Alex an entrepreneur? Explain your answer.
 - (b) Alex is passionate about the emotional power of theatre. How does Comedy files Theatre Company aim to change the future of Uganda?
- (20 marks)

4. Read through the stories in the four cartoons below



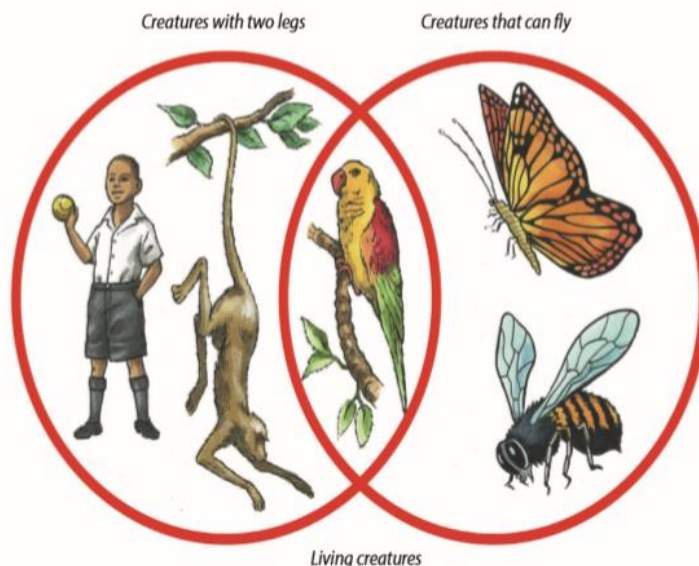


TASK

- Describe the benefits of being an entrepreneur in each cartoon.
- Describe the challenges of being an entrepreneur in each cartoon.

(20 marks)

- A Venn diagram shows the relationship between two different groups of things. This diagram is useful when you want to contrast and compare items.



TASK

- Use a Venn diagram to compare challenges faced by entrepreneurs and employees. Add the challenges of entrepreneurs to one circle and the challenges of employees to the other. Write common challenges in the overlap.

- (b) Draw a second Venn diagram to compare the benefits of entrepreneurs and employees (20 marks)

6. Kampala Global Shapers (KGS) hub, a group that works with young Ugandan entrepreneurs, presents 'Tubawulira mutuwalire' entrepreneurship evenings. Loosely translated, the event means 'We hear you. Hear us too.' The events aim to find solutions for problems faced by Ugandan business people, such as the high failure rate of start-up businesses

TASK

- (a) What is the aim of the 'Tubawulira mutuwalire' entrepreneurship evenings?
- (b) Copy and complete the table. Describe the risks and benefits of being an entrepreneur. (20 marks)

| Benefits and challenges of an entrepreneur | Risk | Benefits |
|--|------|----------|
| Financial | | |
| Professional | | |
| Personal | | |

7. Many fashion magazines invite people to apply for a makeover. In a makeover, stylists and makeup artists use their skills and knowledge to transform a person. The 'new look' often includes new fashionable clothes, makeup and a new hairstyle. The article will include a 'before' and 'after' picture to show the difference that the makeover made.

TASK

- (a) Look around in your community. How can you give it a makeover?
- (b) Identify entrepreneurial activities that you can start in your community. (20 marks)

8. Photograph NO. 1 shows a poor state of health services which may be caused by government having less revenue. However, when people pay more taxes government can be able to provide better health facilities and services like in Photograph No.2. Photograph No. 3 shows a poor state of the road while No. 4 shows a modern all-weather road which was constructed using government revenue



TASK

(a) As a good citizen of the republic of Uganda, what lesson do you learn from the photographs, 1 to 4 above? (20 marks)

9. Kolo owns a successful hairdressing salon at Mini price in the city centre. He has 4 part-time employees. The business has made a profit in each of the last 3 years. Kolo wants to expand by opening another hairdressing salon to take advantage of the economic boom. He plans to recruit a manager for the second salon using external recruitment. Kolo has identified 2 possible candidates for the position. Information about them is shown in Table.

| Extract from Kolo's information on the two candidates | | |
|---|-----------------------------------|----------------------------------|
| | Candidate 1 | Candidate 2 |
| Experience: | 5 years experience | 20 years experience |
| Qualifications: | Advanced hairdressing certificate | Basic hairdressing certificate |
| Other information: | Never managed a salon | Uses autocratic leadership style |

(a) Identify **two** features of an economic boom.

Feature 1:.....

.....

Feature 2:.....

.....
(b) Identify **two stages of the recruitment process.**

Stage 1:.....

.....
 Stage 2:.....

.....
(c) Outline **two possible advantages to Kolo of recruiting a manager.**

Advantage 1:.....

.....

.....

.....
 Advantage 2:.....

.....

.....

.....
(d) Explain two reasons why choosing the right location for the new salon is important for Kolo.

Reason 1:.....

.....

Explanation:

.....

.....

.....

.....
 Reason 2:.....

.....

Explanation:

(e) Do you think experience is the most important factor for a business to consider when recruiting a new manager? Justify your answer. (20 marks)

END