

WAKISSHA JOINT EXAMINATIONS

SCORE GUIDE

End of year Assessment

Senior Three

November 2023

ENTREPRENEURSHIP 845/2



1. (a) Give any five reasons why Peter and Charles chose to start a retail business.

- They had smaller capital which was only suitable for a retail business.
- The retail business was easy for them to start.
- They could break the bulk to meet the needs of small buyers in the area.
- They could bring goods closer / nearer to the customers.
- It enables them to have direct contact with their customers to provide better customer care.
- They could not afford hired labour, so with the retail business, they provide their own labour.
- They could easily supervise and manage their business.
- Decision making is easier since they are only two.

Any 5 x 1 (5 scores)

(b) Given the savings of Peter and Charles plus the cash they received from the parents, prepare a working capital budget.

PETER AND CHARLES RETAILERS

Particulars	Amount (shs)	Amount (shs)
Stock		xx
Rent		xx
Wages		xx
Transport		xx
Advertising / sign post		xx
Utilities		xx
Total		1,600,000

1 score for title, plus any other 4 (5 scores)

(c) Apart from overcharging customers as mentioned in the case study give any four other bad practices that call for attention of Uganda National Bureau of Standards.

- Selling expired goods.
- Using wrong measurement scales.
- Using misleading advertisements.
- Selling harmful goods
- Operating from unhygienic places.

Any 5 x 1 (5 scores)

(d) Design a signpost of Peter and Charles's retail business.

- Frame and stands.
- Name of the business.
- Address of the business.
- Goods sold by the business.
- Arrow of direction and distance.
- Logo.
- Telephone contacts.

Any 5 x 1 (5 scores)

SECTION B (20 scores)

2. A marketing plan should be prepared including;

- Target market.
- Products offered.
- Position of competitors.
- Sales and marketing strategy.
- Pricing strategy.
- Distribution strategy

Any 5 x 2 (10 scores)

A production plan should be prepared include;

- Site and location.
- Production machinery.
- Production process.
- Labour requirements.
- Raw material requirements.
- Transport requirements.
- Utilities.
- Waste disposal.

Any 5 x 2 (10 scores)

3. (a) A prepared invoice for Kamonkoli Retailers to Kawanda shoppers.

KR		KAMONKOLI RETAILERS		
		INVOICE	Date: <u>Fill in</u>	No: <u>001</u>
MS Kawanda Shoppers				
SN.	QTY	Description	Rate	Amount (shs)
b	200	Packets of tea	2500	
	70	Crates of banana drink	1000	
	200	Packets of biscuits	200	
	11	cartons of mineral water	4000	
	100	Table salt	500	
	E & OE	Total		
	Discount offered	<u>Fill in</u>		

Terms of delivery fill in

(b) Importance of writing an invoice.

- To remind the debtor of the money owed.
- To outline the items sold on credit.
- To keep records for future reference.
- To settle disputes that may arise.
- To provide a basis for sending a credit note.

Any 5 x 1 (5 scores)

SECTION C (20 scores)

4.

**Kato enterprises
Purchases journal
For the months of September 2012**

Date	Details	Invoice No.	F	Amount (shs)
Sept 2 nd	Otim			2,200,000
	Kadogo			1,700,000
	Dodo			2,800,000
Sept 8 th	Otim			3,500,000
	Kadogo			2,300,000
	Dodo			1,500,000
Sept 18 th	Kadogo			2,000,000
	Dodo			<u>1,500,000</u>
30 th	To purchases A/C		G.L	<u>17,500,000</u>

**Kato Enterprises
Sales Journal
For the month of September 2021.**

Date	Details	Invoice No.	F	Amount (shs)
Sept 5 th	Tamara			2,100,000
	Apuuli			3,000,000
	Dandi			1,900,000
Sept 15 th	Apuuli			3,500,000
	Tamari			<u>4,000,000</u>
30th	To sales A/C		G.L	<u>14,500,000</u>

Kato Enterprises
Purchase returns Journal
for the month of Sept 2021

Date	Particulars	Credit note no.	F	Amount (shs)
Sept 7 th	Otim			300,000
	Kadogo			200,000
Sept 26 th	Kadogo			200,000
	Dodo			100,000
30 th	To purchases returns	A/C	G.L	800,000

Kato Enterprises'
Sales returns Journal
for the month of Sept 2021

Date	Particulars	Credit note no.	F	Amount (shs)
Sept 10 th	Tamara			200,000
	Daudi			100,000
Sept 27 th	Apuuli			300,000
	To sales returns			
30 th	A/C		G.L	600,000

Any 20 x 1 = 20 scores

5.	Dr.	Capital	A/C	CR
		Ugx	2022	Ugx
			1 st June cash	900,000

DR	Cash A/C			CR
2022		Ugx	2022	Ugx
1 st June	Capital	900,000	3 rd June	Purchases 400,000
2 nd June	Bank	420,000	15 th June	purchases 750,000
22 nd June	Sales	450,000	27 th June	Drawings 100,000
30 th June	Sales	200,000		

DR	Bank A/C			CR
	2022			UGx
	2 nd June	Cash		420,000
	10 th June	Rent		210,000
	20 th June	Office furniture		600,000
	25 th June	Salaries		250,000

DR	Purchases A/C			CR
2022		Ugx		
3 rd June	Cash	400,000		
15 th June	Cash	750,000		

DR	Rent A/C			CR
2022		Ugx		
10 th June	Bank	210,000		

DR	Office furniture A/C			CR
2022		Ugx		
20 th June	Bank	600,000		

<u>DR</u>	Sale A/C		<u>CR</u>
	2022		Ugx
	June 22 nd	Cash	450,000
	June 30 th	Cash	200,000

<u>DR</u>	Salaries A/C		<u>CR</u>
2022	Ugx		
25 th June	Bank	250,000	

<u>DR</u>	Drawings A/C		<u>CR</u>
2022	Ugx		
7 th June	Cash	100,000	

Any 20 x 1 = 20 scores

END