**Name of learner: ……………………………………………………………………………...**

**LIN: ………………………………………………………………………………………………….**

**ENTREPRENEURSHIP**

**EDUCATION**

**MARCH 2024**

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**NYABIKONI SECONDARY SCHOOL**

**UGANDA CERTIFICATE OF LOWER SECONDARY EDUCATION**

**ENTREPRENEURSHIP EDUCATION**

**(BUSINESS PLANNING)**

**SENIOR THREE**

**TIME: 1 HOUR 45 MINUTES**

**INSTRUCTIONS:**

* *Respond to* ***all*** *three items from this paper.*
* *Relevant diagrams and illustrations will increase your scores.*

1. Bwamabale who lives Mwamba one of the village in Rwenzori region which has been facing a lot of constraints especially in implementation of planned income generating ideas. They included difficult in determining what do, how, when to act on special and serious policy implementation. Bwambale who is one of specialist in business management had attended various workshops on how business can be managed.

In a workshop he attended, the facilitator gave them different aspects that could enable them in proper implementation of business. These left whole audience confused about those aspects, they include the following:

* Quality control measures
* Advertising and promotional strategies
* Raw material requirements
* Target market
* Production process
* Pricing strategy
* Packaging requirements
* Products and service offered
* Machinery, tools and equipment required
* Position of competitors
* Waste disposal and management
* Transport facilities
* Estimated quantities to be produced
* Distribution strategy
* Projected marketing expenses
* Plan for manufacturing sale force
* Business location
* Plant capacities
* Terms and conditions of selling
* Projected sales

The above examples were to be categorized two in major aspects of a plan.

**Task:**

(a) As a student of entrepreneurship education; help him using a suitable table to categorise them into two different aspects. (10 scores)

(b) Identify any one plan from the above contents and help Bwambale to design its sample.

(10 scores)

2. Having mobilized some savings of shs 5,000,000, cash donation and grants of shs 2,500,000, Bank loan of shs 10,000,000 plus credit purchases of raw materials amounting to shs 3,500,000. Musa decided to start a Musa Carpentry workshop P.O. Box 103 Bugongi.

But he is still confused on how he can allocate his capital on various business requirements.

(i) As a student of entrepreneurship education, advise him on the financial requirements he needs to start his carpentry workshop while illustrating for proper allocation. (10 scores)

(ii) Advise him on how he can prepare pre-operating capital budget. (06 scores)

(iii) State the stake holders Musa’s detailed plan. (04 scores)

3. Use the information below that belongs to cash projects of Bubare General Stores for the months of Jan, Feb, March 2024 to advise the owners on proper determination of their estimate Net Cash position. (20 scores)

* On 1st Jan the enterprise had cash balance shs. 4,000,000
* Cash donation from well-wishers were as follows:

Jan shs 1,200,000

Feb shs 2,000,000

March shs 1,500,000

* The business receives monthly Rent Income from 1st property shs 800,000.
* Receipts from debtors were shs 500,000, shs 600,000 and 650,000 respectively relating to Jan, Feb and March.
* Cash from sales were projected to be shs 350,000, shs 450,000 and shs 500,000 for Jan, Feb and March respectively.
* Monthly expenses were projected as follows;

Utilities 2,500,000

Advertising 800,000

Salaries 700,000

* Cash purchases were as follows;

Jan 900,000

Feb 500,000

March 400,000

VAT of shs 1,000,000 was paid in the last month of the projected period.

Fixed costs were 50,000, shs 60,000 and shs 40,000 for Jan, Feb, March respectively.

**END**