

P230/1
ENTREPRENEURSHIP
EDUCATION
Paper 1
Jul./Aug. 2023
3 Hours



**SENIOR EDUCATION CONSULTANTS (SEC)
JOINT MOCK EXAMINATIONS, 2023**

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 1

3 hours

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of two sections A and B.*
- *Answer five questions.*
- *Section A is compulsory. Answers to this section should be precise.*
- *Answer four questions from section B.*
- *All questions in section B carry equal marks.*
- *Any additional question(s) answered will not be marked.*

Turn Over

SECTION A (20 MARKS)

1.
 - a) What is meant by Appropriate technology? (1mark)
 - ii) Give any three factors that influence choice of technology. (3marks)
 - b) State any four indicators of time wastage in business. (4marks)
 - c) Define the term personal branding. (1mark)
 - ii) Outline any three principles that should be observed while creating an effective and lucrative personal brand. (3marks)
 - di) Distinguish between a business idea and a business opportunity. (2marks)
 - ii) Give any two factors that affect sales in the business. (2marks)
- e)
 - i) Define the term sales promotion. (1mark)
 - ii) Mention any three sales promotion strategies used by entrepreneurship in Uganda. (3marks)

SECTION B (80MARKS)

2.
 - a) Why may an entrepreneur prepare a business plan? (12marks)
 - b) Explain the components of a business plan (8marks)
3.
 - a) Explain the aspects that characterize a good business opportunity. (10marks)
 - b) Describe the process involved in turning a business idea into a product. (10marks)
4.
 - a) Examine the political environment factors that influence entrepreneurship development in Uganda. (12marks)
 - b) In what ways can an entrepreneur improve the entrepreneurial environment in Uganda? (8marks)

5. a) Explain the competencies expected of a job applicant. (10marks)
b) Describe the steps involved when recruiting workers in an enterprise. (10marks)
6. a) Account for the low level of tax compliance in Uganda. (10marks)
b) What measures are being taken to promote tax compliance in Uganda? (10marks)
7. a) Discuss the basis for market segmentation. (10marks)
b) What are the benefits of market segmentation? (10marks)

END

low technology
in accessible
Transf.

P230/2
ENTREPRENEURSHIP
EDUCATION
Paper 2
Jul./Aug. 2023
3 Hours



SENIOR EDUCATION CONSULTANTS (SEC) JOINT MOCK EXAMINATIONS, 2023

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 2

3 hours

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of six questions.*
- *Answer only four questions.*
- *All questions carry equal marks.*
- *Any additional question(s) answered will not be marked.*

1. Your small poultry farm is performing relatively well amidst risks such as disease outbreak, theft and burglary among others.
 - (a) Prepare a program for analyzing risk situations in the business. (06 marks)
 - (b) Write a letter to the officer in charge of police of your area to complain of theft and burglary. (06marks)
 - (c) Formulate strategies for enhancing security in the business. (08marks)
 - (d) Design a job specification for your chief security officer. (05marks)
2. You plan to start a bakery in your community.
 - (a) Formulate the bakery's
 - (i) Vision statement (01mark)
 - (ii) Mission statement (01mark)
 - (iii) Objectives (01mark)
 - (b) Prepare a programme for determining the profitability of the business opportunity. (07marks)
 - (c) Advertise the post of sales manager. (08marks)
 - (d) Develop guidelines for promoting innovations in the business. (06marks)

3. Maganjo Enterprises deals in manufacturing of leather shoes for both male and females. In 2020 the business had the following information.

ITEMS	AMOUNT(shs)
Land	7,000,000
Motor van	3,500,000
Cash	3,000,000
Bank	4,000,000
Salaries & wages	7,000,000
Accounts payable	4,500,000
Accrued rent	500,000
Carriage on sales	500,000
Provision of depreciation on motor van	300,000
Carriage on purchases	1,000,000
Purchases	25,000,000
Closing inventory	3,000,000
Opening inventory	6,000,000
Capital	60,000,000
Sales	48,000,000

(a) Compute

(i) Cost of sales

(02marks)

(ii) Gross profit

(02marks)

(iii) Net profit

(02marks)

(iv) Fixed capital

(02marks)

(v) Rate of return on capital employed

(03marks)

(vi) Revenue per employee ratio

(02marks)

(b) Compute and interpret

- (i) Wages and salaries expenses ratio (03marks)
- (ii) Holding ratio in days (03marks)
- (iii) Average payment period in weeks (03marks)
- (iv) Cash ratio (03marks)

4. You are operating juice making factory in your home town. You even make various products on special orders.

- (a) Design a work order form for the business. (06marks)
- (b) Formulate guidelines for developing an effective meeting strategy (07marks)
- (c) Draft a plan for conducting personal selling. (06marks)
- (d) Create strategies for ensuring good customer care in the business. (06marks)

5. The following projections belong to Mukwasi general enterprises for the month of May, June and July 2022.

- (i) Credit purchases per month expected to be worth shs 6,000,000
- (ii) Monthly cash sales are expected to be shs 10,000,000. The sales are expected to decrease monthly by 10%
- (iii) Monthly planned cash purchases ^{inflow out} are expected to amount to 90% of each month's cash sales.
- (iv) Commission income for the month of April 2023 to be shs 500,000 and this is projected to increase each month by 10%.

- (v) Credit sales per month projected to be shs 6,000,000. Payment from the debtors would be received in the following month.
- (vi) The business plans to purchase a mini bus worth shs 16,000,000 on hire purchase in May, a down payment of shs 5,000,000. The balance to be paid in the following months in the ratio 3:2 respectively.
- (vii) Salary expenses at the end of each month to amount to shs 400,000 per worker. The business had 10 workers in May. The business new policy is to increase the number of workers each month by 2 at the same salary rate.
- (viii) The business plans to finance any cash flow short fall at the end of each month by obtaining a loan from bank of baroda in the following month
- (ix) The bank loan will attract a monthly interest of 5% payable starting in the month following acquisition.
- (x) Monthly commission to be paid to sales workers shall be 5% of each month's cash sales.
- (xi) The business had a net cash balance of shs 475,000 on the 30th April 2022.
- (xii) Depreciation expenses per month projected to be shs 300,000
- (xiii) Monthly cash donation projected to be shs 2,000,000. The business plans to donate food items of the same value in the month of July.

Required

- (a) Prepare the cash flow statement for Mukwasi general enterprises for the month of May, June and July 2022. (18marks)
- (b) Comment on the trend of the net cash position. (03marks)

- (c) Propose to the business ways of using any cash surplus. (04marks)
6. You are the owner of Mwagale metal fabrication workshop that attracts a large number of daily customers you sell both cash and credit basis.
- (a) Make a daily distribution schedule for your products. (07marks)
 - (b) Write an invoice for a customer who has purchased your products. (06marks)
 - (c) Develop a cash management policy for your business. (06marks)
 - (d) Draft a budget for working capital requirements for the business. (07marks)

END

845/1
ENTREPRENEURSHIP
EDUCATION
Paper 1
Jul./Aug. 2023
2 ½ Hours



SENIOR EDUCATION CONSULTANTS (SEC) JOINT MOCK EXAMINATIONS, 2023

Uganda Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 1

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- *Answer only four questions.*
- *All questions in carry equal marks.*
- *Credit will be given for use of relevant diagrams and illustrations.*
- *Any additional question(s) answered will not be marked.*

1. You intend to start a juice making project in your home town. (06marks)
- (a) Outline the requirements for starting the project. (06marks)
 - (b) Prepare a marketing plan for your services. (08marks)
 - (c) Design a sign post for your business. (05marks)
 - (d) Explain any three benefits of the project to the community. (06marks)
2. You have 12 acres of land.
- (a) Identify 4 forms of Agro processing businesses you can start on the piece of land. (06marks)
 - (b) Prepare guidelines your employees should follow to ensure quality production. (06marks)
 - (c) Write a letter to the District Commercial Officer to launch the business. (07marks)
 - (d) Prepare a job description for a farm manager. (06marks)
3. You are operating a family poultry business in your home village.
- (a) Identify any three challenges encountered by using family members in the business. (06marks)
 - (b) Illustrate the communication process in the business enterprise. (07marks)
 - (c) Prepare a receipt to be used in the business. (06marks)
 - (d) Mention any six risks you likely to face in your business. (06marks)
4. Itaaga enterprises employ several workers who are entitled to allowances.
- (a) List four examples of non tax revenue Itaaga enterprises may meet. (04marks)

- (b) In the month of June 2022 Itaaga enterprises had VAT exclusive transactions with VAT registered enterprises as follows.

Purchases	shs 3,000,000
Sales	shs 4,000,000

Calculate

(i) VAT paid URA by Itaaga enterprises. (use 18% as VAT rate) (05marks)

(ii) Total sales price that Itaaga should charge to the consumer. (03marks)

- (c) Lakeri an employee of Itaaga enterprises earns a gross salary of shs 4,200,000 per year. The employer uses the monthly PAYE tax rate below to calculate PAYE deductions.

Chargeable monthly income	Tax rate
Not exceeding shs 235,000	NIL
Exceeding 235,000 but not exceeding 335,000	10% of the amount by which chargeable income exceeds shs 235,000
Exceeding shs 335,000 but not exceeding shs 410,000	Shs 10,000 plus 20% of the amount by which chargeable income exceeds 335,000
Exceeding shs 410,000	Shs 25,000 plus 30% of the amount by which chargeable income exceeds shs 410,000

Required;

- (i) Calculate the monthly amount of PAYE deductions for Lakeri (05marks)
- (ii) Explain four benefits Itaaga enterprises get from paying taxes. (08marks)

5 The following transactions were carried out by Akullo in the month of July 2020.

- July 1st received an invoice from James shs 300,000
2nd received an invoice from Magata shs 450,000
3rd issued an invoice to Sarah shs 270,000
4th received an invoice from Buluma shs 350,000
5th returned goods to James shs 60,000
6th issued an invoice to Balya shs 210,000
8th received an invoice from Jane shs 550,000
10th goods returned by Sarah shs 40,000
11th received an invoice from Dan 600,000
12th issued an invoice to Juliet shs 430,000
13th received an invoice from Joy shs 370,000
15th goods returned to Buluwa shs 50,000
17th goods returned by Juliet shs 30,000
18th received an invoice from Duke shs 400,000
20th received an invoice from okot shs 500,000
24th issued an invoice to Ogwal shs 650,000
24th issued an invoice to Betty shs. 530,000
29th returned goods to Ogwal shs 60,000
31st goods returned by Betty shs 30,000

Required;

- (a) Relevant subsidiary books. (17marks)
- (b) General ledger accounts. (08marks)

END

845/2
ENTREPRENEURSHIP
EDUCATION
Paper 2
Jul./Aug. 2023
2 ½ Hours



SENIOR EDUCATION CONSULTANTS (SEC) JOINT MOCK EXAMINATIONS, 2023

Uganda Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of two sections A and B.*
- *Answer only four questions.*
- *Section A is compulsory. Answers to this section should be precise.*
- *Answer three questions from section B.*
- *All questions carry equal marks.*
- *Any additional question(s) answered will not be marked.*

SECTION A (40MARKS)

(01mark)

- (a) (i) what is a business opportunity?
(ii) State three factors you will consider when choosing a profitable business opportunity in your community. (03marks)
- (b) (i) Distinguish between prime costs and overhead costs of a business. (02marks)
- (ii) Outline two examples of overhead costs of a manufacturing business. (02marks)
- (c) State any four external factors that may lead to the success of a business. (04marks)
- (d) Give any four roles of an entrepreneur as a finance manager of a business. (04marks)
- (e) (i) Define the corporate governance. (01mark)
(ii) State any three principles of good corporate governance. (03marks)
- (f) (i) Define the term indemnity as used in the insurance. (01mark)
(ii) State any three conditions under which the insurance company may not compensate the insured. (03marks)
- (g) (i) State any two environment concerns that entrepreneurs should observe when carrying out businesses. (02marks)
(ii) Give any two benefits entrepreneurs enjoy by observing the natural environment laws. (02marks)
- (h) (i) Outline any two pre-operation expenses of a business. (02marks)
(ii) Identify any two administrative expenses of a business. (02marks)
- (i) (i) Give any two elements of a business letter as a form of written communication. (02marks)

- (ii) Apart from business letters, identify any two examples of written communication used by entrepreneurs. (02marks)
- (j) (i) What is a business plan? (01mark)
- (ii) Name any two users of a business plan. (02marks)

SECTION B (60MARKS)

2. (a) Describe any four legal forms of businesses in Uganda. (08marks)
- (b) Explain any six factors an entrepreneur should consider when choosing location of a business in Uganda. (12marks)
3. (a) State the information that should be included in an application for listing the company on stock exchange market in Uganda. (10marks)
- (b) Explain five benefits of listing a company on state exchange market in Uganda. (10marks)
4. (a) Describe any six roles of capital markets in Uganda. (12marks)
- (b) Give any eight problems faced by capital markets in Uganda. (08marks)
5. (a) Give six reasons why entrepreneurs should package their products. (06marks)
- (b) Explain any seven factors an entrepreneur should consider when selecting packaging material for a product. (14marks)
6. (a) Explain the business ethics of a business towards government. (10marks)
- (b) Explain the benefits of a business ethics. (10marks)

END

P230/3
ENTREPRENEURSHIP
EDUCATION
Paper 3
Jul./Aug. 2023
3 Hours



**SENIOR EDUCATION CONSULTANTS (SEC)
JOINT MOCK EXAMINATIONS, 2023**

Uganda Advanced Certificate of Education

**ENTREPRENEURSHIP EDUCATION
Paper 3
3 hours**

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of three questions A, B and C.*
- *Answer only four questions.*
- *Section A is compulsory. Answer three questions from sections B and C, choosing at least one question from each section.*
- *All questions carry equal marks.*
- *Credit will be given for use of relevant diagrams and illustrations.*
- *Any additional question(s) answered will not be marked.*

SECTION A: CASE STUDY

Answer all parts

50 minutes
15 questions

1. Read the case study below and answer questions that follow.

M³ limited is a company established and run by Mercy, Mary and Martin who were born in a poverty stricken family. The three siblings commonly known as M³ in the business community saw the need to break through the vicious cycle of poverty. They saved income and started a business in the teenage by selling popcorns, fried cassava and pancakes at micro business level. Later they opened up a canteen in their village where they sold salt, sugar, soap, tea leaves, daddies, sweets, biscuits and other cheap items.

The introduction of the Entandikwa in 2001 and NAADs programmes and NUSAf as well enabled M³ to form and register the company. They applied to the local government (LC III) for capital funding of shs.6,000,000 which was approved and given. The funds were used for opening up a retail shop in their village trading centre. The shop was fully stocked with good quality essential goods needed by the local community. M³ charged fair prices, provided appropriate advice and after sale services to customers. The business was insured to protect it against likely risks.

Although there were business rivals, M³ ensured that the company took all possible measures to manage it. They attended business workshops and seminars to equip them with necessary skills. By practicing what they learnt, their business had a competitive advantage.

As M³ Limited increased its capital base, the proprietors diversified the business by taking up every ideal business opportunity. They had a goal to transform their village. Within ten years, the business had a sustainable impact on the society. They employed many people no matter the sex, helped in financing social programs, helped vulnerable, disadvantaged and underserved people, participated in environment clearing and beautification, trained people in entrepreneurial skills, saving culture and invested in many income generating activities as well investment clubs which benefited many members of the community in a number of ways.

Questions

- (a) Why did M³ register their company? (05 marks)
- (b) What other sources of capital do you recommend M³ to have used for business start up? (04 marks)
- (c) Identify the social entrepreneurship M³ practiced in their business. (05 marks)
- (d) Describe the possible characteristics that try to explain entrepreneurial behaviours of M³ in the environment they live in. (04 marks)
- (e) Why did the M³ promote gender partnership in their company? (04 marks)
- (f) How did M³ manager competition? (03 marks)

SECTION B: SCHOOL BUSINESS CLUB

Answer at least one question from this section

2. (a) Describe;
(i) The nature of business. (04 marks)
(ii) the steps you followed in starting it up. (08 marks)
- (b) Give reasons why the business project was a good business opportunity. (05 marks)
- (c) How did you sustain the project? (04 marks)
- (d) Explain the marketing strategies used by your club. (04 marks)
3. (a) Describe the business. (04 marks)
- (b) What internal control systems did you use to ensure quality products? (06 marks)
- (c) How did you monitor the performance of the business? (08 marks)

- (d) Explain the factors that influenced your production decision in the business project. (07 marks)

SECTION C: FIELD ATTACHMENT/ FILED TRIP

4. In relation to the business enterprise you were attached to;

 - Present the general description of the business project. (04 marks)
 - How did the entrepreneur of the business increase returns of the business? (06 marks)
 - What personal challenges did you encounter during the field attachment? (08 marks)
 - Identify the competitive advantage of the business. (07 marks)

5. Basing on one field trip you made either as a class or individual,

 - (i) Give the background of the business. (04 marks)
(ii) Draw a sketch of the physical layout of the business. (04 marks)
 - What pricing policies were used by the business? (04 marks)
 - Describe the activities the business does to
 - ensure proper administration (04 marks)
 - maintain safety of its assets (05 marks)
 - Give any four manifestations of good customer services in the business. (04 marks)

END