

P230/3
ENTREPRENUERSHIP
EDUCATION
July/Aug. 2023
3 hours



UGANDA TEACHERS' EDUCATION CONSULT (UTEC)

Uganda Advanced Certificate of Education
ENTREPRENUERSHIP EDUCATION

Paper 3

3 hours

INSTRUCTIONS TO CANDIDATES:

This paper consists of three sections A, B and C

Answer FOUR questions only. ALL questions carry equal marks.

Section A is Compulsory. Answer any three questions from section B and C choosing at least one question from each section.

Credit will be given for use of relevant diagrams and illustrations

Any additional questions answered will not be marked.

@2023 UTFC Mock Examination

Turn Over

SECTION A- CASE STUDY "HIDDEN MILLIONS IN WASTE"

1. As a requirement of lower secondary competence-based curriculum, learners are supposed to identify projects within their entrepreneurial environments and run them throughout the entire course of their study. Namagege S.S. S.3 Entrepreneurship students decided to venture into animal feed production from left overs of posho and beans at school. These left overs had become a problem to the school and the community. The school was incurring a lot of costs in transporting them to Lubigi sewage treatment plant and the community had sued the school because of the irritative smell and diseases that could emerge from the butterflies you could find on the Rubbish pit near the playground.

After making research, and discover that most community households and their teachers had animals at home and Namagege being a town council, they identified the need for animal feeds.

They contributed money and bought four big buckets, two tarpaulins and ten pairs of gloves. They started drying posho and beans and sell to teachers and other community members. The school bought for them a drier after seeing that the demand was rapidly increasing.

Due to the rapid demand in animal feeds, they started looking for left overs in the neighboring schools and restaurants. They employed three non-teaching staff to help them during holidays and examination periods.

In last year's annual general meeting, they declared a profit of shs. 3.5millions and they are planning to continue with their business even after school. They want to formalize their business and improve on the quality of products.

Questions

- a) Describe the business they are venturing in. (3marks)
- b) What shows that it was a good business opportunity? (4marks)
- c) How does the community benefit from the project? (5marks)
- d) Advise them on the steps they should take to formalize their business. (4marks)
- e) Advise them on the marketing techniques they can use to retain their customers. (4marks)
- f) Advise them on the techniques they can adopt to produce high quality products. (5marks)

SECTION B : SCHOOL BUSINESS CLUB

- 2. Referring to a project owned by your school business club;
 - (a) Describe the uniqueness of the project. (5marks)
 - (b) State the social entrepreneurship practices made by your school project. (5marks)
 - (c) How did the community benefit from your project? (5marks)
 - (d) State the steps you took to produce the club products. (5marks)
 - (e) How did you ensure proper inventory management? (5marks)
- 3. With reference to a project owned by your school business club.
 - (a) Describe the school project. (5marks)
 - (b) What factors did you consider in evaluating the project idea? (5marks)
 - (c) How did you use the Gepic structure technique to cause change in the community? (5marks)
 - (d) What makes your school project survive competition? (5marks)
 - (e) State the steps you took to prepare the project business plan. (5marks)

SECTION C
FIELD ATTACHMENT/FIELD TRIP

4. Referring to a business you were attached to:
- (a) Draw the plant lay out of the business you were attached to. (5marks)
 - (b) Explain the challenges facing the business you were attached to. (5marks)
 - (c) Present the marketing flow chart for the business you were attached to. (5marks)
 - (d) State the techniques used by the business you visited to ensure proper raw material handling. (5marks)
 - (e) How does the business you visited retain workers? (5marks)
5. Referring to any field trip you made as an individual or a group
- (a) State the nature of the business you visited. (5marks)
 - (b) How does the business you visited minimize production costs? (5marks)
 - (c) Advise the owner of the business on how to use the visionary approach to create a positive input in the country. (5marks)
 - (d) Describe the stage at which the enterprise's products have reached. (3marks)
 - (e) (i) Mention the type of taxes paid by the businesses you visited. (3marks)
 - (ii) How did the owner benefit from the taxes paid? (4marks)

END