

NABISUNSA GIRLS SCHOOL
U.A.C.E ENTREPRENEURSHIP EDUCATION SEMINAR QUESTIONS 01-OCT-2023

PART 1: SECTION A – PAPER ONE (P230/1)

- 1a). Distinguish between an intrapreneur and enterprising person
- b) Mention any four determinants of stock levels in business.
- c i). Define the term product overlap.
- ii). Give any three aspects that may cause low competition among businesses
- d). State any two examples of social enterprises in Uganda.
- e) i). What is globalization?
- ii). Outline any three adverse impacts of globalization in Uganda.

PART II SECTION B – PAPER ONE (P230/1)

- 2a). Of what significance is an organogram in business?
- b). Explain the factors that may cause change in worker's pay in an enterprise.
- 3a). Examine the basic rules applied in assessing and collection of taxes in Uganda.
- b). How can Uganda Revenue Authority fight non tax compliance?
- 4a). What items are considered when preparing a plan for starting a business?
- b). Explain the factors that may affect business plan implementation
- 5a) Explain the role of effective communication in business
- b) Suggest measures that should be employed by entrepreneurs to develop listening ability.
- 6. The response of a person or organization to solving an identified problem or needs in the environment is important in starting a business.
- a). Describe the procedure followed in converting the above into a product of a business.
- b) Under what conditions may an entrepreneur come up with business ideas?

- 7a). Account for popularity of equality financing over debt financing.
- b). Discuss the constraints to effective operations of collective investment schemes in Uganda's stock exchange.
- 8a). Explain the forms of a feasibility study conducted by businesses.
- b). What challenges are faced by entrepreneurs while carrying out feasibility study.
- 9. In order to capture a bigger market share, entrepreneurs spread information relating to company and its products to the public.
- a). Discuss the factors that may affect one's choice of the channel to be used while carrying out the above activities.
- b). Why is Internet as an advertising medium popular today?
- 10a). Analyse the different customer perception on quality of goods of an enterprise.
- b). Explain the purpose for observing total quality in a business enterprise.

PART III: PROJECT MANAGEMENT – PAPER TWO (P230/2)

- 11. You are operating a public limited company dealing in importation of agricultural inputs from Eastern Europe. Due to the conflicts in the region, you have decided to start importing materials from South Africa.
- a) Write a notice to your esteemed customers informing them about the change in the sources of the products.
- b) Re-draft the purchasing terms and conditions that will guide your procurement manager in the importation of inputs.
- c) Present the bill of lading that you were issued by the shipping master of your goods.
- d) Design a company profile.
- 12. You operate a real estate factory and you have acquired debentures worth shs. 10 billion to be used for business expansion.
- a) Develop a capital expenditure budget for the business.
- b) Draft terms of sale for business products to be issued to your clients.
- c) Prepare an advert to be played on visual aids to promote your business.
- d) Draft a credit recovery programme for your business.

13. You are dealing in the production and distribution of beverage products in your home town.

a) Provide instructions for your employees to be followed during the distribution of the products.

b) Draw a distribution plan for the business.

c) Present a work order form for the previous week of the business operations.

d) Re-design the marketing strategies of the business for effective management of competition.

14. You have opened up a fish processing factory dealing in processing, grading, packaging and distribution of fish and its products.

a) Formulate guidelines to ensure that the products meet international standards.

b) Develop a production plan for the business.

c) Write a letter to the district Fisheries officer inviting him to attend a launch of the business.

d) Prepare a survey tool to establish the customer's tastes and preferences and consequently business viability in Western region.

PART IV: FINANCIAL MANAGEMENT – PAPER TWO (P230/2) A

15. ATYANGO ENGINEERING WORKS deals in civil and building works and it is one of the leading service providers in the sector. It employs a category of workers whose payment schedule is summarized as below:

S/NO	Position	No. of employees	BASIC PAY	ALLOWANCES	DEDUCTIONS
1	Managers	2	10,000,000	3,000,000	500,000
2	supervisors	4	7,000,000	1,500,000	300,000
3	Excavators	6	1,500,000	500,000	150,000
4	Foremen	8	300,000	120,000	30,000

a) Using the current URA - PAYE monthly rates compute each category's tax the company remits on a monthly basis.

The company imported a caterpillar to support its construction works at shs 150 million vat exclusive. It sold it to a local engineering company at shs. 200 million shillings vat inclusive. Compute;

-2023

- i) VAT paid at importation
- ii) VAT paid at sale
- b) The company has been awarded as the most tax compliant business of the year.
 - i) What parameters would have qualified the company as the best tax payer of the year by URA?
 - ii) Identify the likely benefits the company is to enjoy being declared as the tax payer of the year.

16. The following information relates to the books of ALLIEN SKIN RECORDS for the year 2022.

Use it to attempt the questions that follow.

Turnover shs 90,000,000

Purchases shs 75,000,000

Stock 1st Jan shs 2,000,000

Stock 31st Dec shs 8,000,000

Water and electricity shs 12,000,000

Creditors shs 30,000,000

Debtors shs 15,000,000

Capital shs 86,000,000

Land shs 62,000,000

Cash shs 50,000,000

Bank loan shs 75,500,000

Bank shs 30,000,000

Compute; a)

- i. Profit markup

- ii. Net profit to sales ratio
- iii. Debtors' turnover ratio
- iv. Cash ratio
- v. Stock turnover ratio

c) Compute and interpret

- i. Credit payment period
- ii. Rate of return on capital employed
- iii. Working capital ratio

17. Jozy General Merchandise (JGM) has the following projections for the last quarter of the year 2023.

- i) Monthly cash sales are projected at shs 2,000,000. This is to increase by 10% after two months.
 - ii) The business is to contribute to a community cleaning exercise as part of its SCR a cash donation of shs 700,000 and spades worth shs. 300,000 in the first two months and last month respectively.
 - iii) The business plans to acquire a loan of shs 5,000,000 at an interest of 10% per month. It is to be received in two equal installments during the first and last month of the quarter
 - iv) The business projects a monthly cash purchase of shs 1,000,000. This is to increase by shs 100,000 monthly.
 - v) The business plans to purchase an LG screen worth shs. 600,000 in cash and is to receive a 5% cash discount.
 - vii) The business is to issue an invoice to a school that is purchasing goods worth shs. 820,000
 - viii) The business had cash balance of shs 800,000 by the end of the previous quarter and a bank overdraft of shs 500,000 for the same period.
 - ix) The business has a culture of giving a commission of 2% to sales agents whenever sales are made.
 - x) Monthly utility and tax expenses are projected at shs 150,000 and shs. 200,000 respectively.
- a) Prepare a cash flow budget for the business above.
 - b) Comment on the net cash position of the business.
 - c) What are the major causes of cash flow deficits in an enterprise?

PART V: PAPER THREE (P230/3)

SECTION A: CASE STUDY

18. Read the case study below and answer all the questions that follow.

Achan Jalia, a graduate of Entrepreneurship and small business management, did not risk looking for paid employment. During her studies she gathered a set of information necessary for starting and managing an enterprise which she later applied well in her business activities. Her being confident and determined systematic planner, she developed a feasible and viable business idea of fruits growing which she noted has a wide market within and outside the country.

In order to succeed, Achan set up a strong management team and recruited experienced and reliable workers with minimum qualification of a diploma in Agriculture. She also developed an action plan which she implemented immediately. However, Achan and her management lack enough hands – on experience in business operations. As a result there is lack of clear innovative objectives, poor operational management, use of incompetent labour, limited financial resources, lack of effective communication and commitment from the staff leading to indiscipline among staff members. She also has no idea of the areas under which to exercise business controls. She has been advised not to engage in unethical business practices.

- a) What competences does Achan have for successful operation of the enterprise?
- b) Advise her about unethical business practices she should avoid.
- c) Outline factors leading to failure of innovative business ideas in the enterprise.
- d) Describe the areas under which business control should be exercised by Achan.
- e) How should Achan maintain discipline of her staff?

SECTION B: SCHOOL BUSINESS CLUB

19. Using your School Entrepreneurship Club Business Project;

- (a) Describe the business.
- (b) Explain the communication strategies you employed when bargaining with customers.
- (c) What techniques did you employ so as to carry out marketing effectively?
- d) Outline the factors that influenced quality standards in the business.

20. With reference to a business project owned and operated by your School Entrepreneurship Business Club.

- (a) Give the background of the business.
- (b) Mention the social responsibilities of your business.

- (c) Describe the procedures you followed when purchasing inputs.
- (d) What administrative costs were incurred by your enterprise?
- (e) Explain the benefits of the marketing plan to the business.

SECTION C: FIELD ATTACHMENT / FIELD TRIP

21. With reference to the business enterprise you were attached to;
- (a) Present the general description of the business enterprise.
 - (b) Outline the measures that should be taken to motivate the business employees.
 - (c) What factors help the business owner in the development of personal brand for the enterprise?
 - (d) Describe the characteristics of the customers of the business.
 - (e) Advise the business owner about ways through which time is wasted in the enterprise.
22. For any one field trip you made either as an individual or group;
- (a) Describe the nature of the business.
 - (b) Outline the steps the entrepreneur can follow in preparing operational budgets for the business.
 - (c) What factors influence decision making in the enterprise?
 - (d) How is customer satisfaction ensured in the business?
 - (e) Advise the proprietor on the need for market segmentation in the business.

END