

SECTION A (20 MARKS)

Answer all questions in this section.

1. (a) (i) State any **two** factors that influence the social-cultural environment. (02 marks)
- (ii) Mention any **two** business opportunities based on the social-cultural environment in your community. (02 marks)
- (b) (i) Distinguish between **feasibility** and **viability** of a business idea. (02 marks)
- (ii) Outline any **two** indicators of a viable business idea. (02 marks)
- (c) Give the steps that an entrepreneur should follow when making ethical decisions. (04 marks)
- (d) (i) Why should an entrepreneur collect information from customers about a product of a business? (01 mark)
- (ii) Advise an entrepreneur on any **three** tools that can be used to collect information about a beverage product from customers. (03 marks)
- (e) (i) State any **two** aspects that an entrepreneur should include in the induction training programme of employees. (02 marks)
- (ii) Other than induction, suggest **two** methods an entrepreneur can use to train employees of the business. (02 marks)

SECTION B (80 MARKS)

Answer any four questions from this section.

2. (a) Justify the need for promoting entrepreneurship skills in Uganda. (10 marks)
- (b) Explain the challenges faced by the government of Uganda while promoting entrepreneurship skills. (10 marks)
- ✓ 3. (a) Examine the factors that cause change in business. (12 marks)
- (b) Suggest strategies that can be adopted by entrepreneurs to manage change in business. (08 marks)
4. (a) Explain the various ways in which workers waste time during the production process. (10 marks)
- (b) Advise an entrepreneur on the different measures of improving time management of workers in the production process. (10 marks)

5. (a) Under what circumstances may an entrepreneur promote sales of the business? (10 marks)
- (b) Explain the challenges faced by entrepreneurs in Uganda while using internet as a medium of advertising. (10 marks)
- ✓ 6. (a) Explain the merits of using a loan as a source of capital. (10 marks)
- (b) Account for the high rate of failure by entrepreneurs in Uganda to pay loans. (10 marks)
- ✓ 7. a) Explain the elements of tax compliance. (08 marks)
- (b) Suggest measures of enhancing the level of tax compliance in Uganda. (12 marks)