

**UGANDA ADVANCED CERTIFICATE OF EDUCATION**  
**P230/1 ENTREPRENEURSHIP EDUCATION (Paper 1) 2023**

**QUALIFIERS IN P230/1 WITH SAMPLE QUESTIONS**

1. Sources e.g.

Qtn: Explain the various sources of business ideas.

Qtn: Explain the sources of recruitment.

You **MUST**, Write without **FROM** don't use from just state the source and put a full-stop then explain.

2. Ways / Suggest ways / in what ways / How can / Possible measures / fostering / enhancing e.g.

Qtn: Suggest ways of reducing the challenges faced by small and medium enterprises.

Qtn: Suggest possible ways of reducing the effects of unsustainable use of resources by business on the natural environment.

Qtn: What are the possible solutions to challenges faced during negotiation?

You **MUST**, Use: **Through or by or** Present continuous tense "**ing**"

**NB:** Steps being taken – using "**ing**"

3. Rationale / Reasons for / Why is it necessary / Why should / Purpose / Aims / why may / Objectives e.g.

Qtn: Examine the rationale for preparing a business plan.

Qtn: Examine the need for generating a business idea.

Qtn: Why is there a need to ensure proper inventory management?

You **MUST**, Use: **To or in order to** ..... or **So as to** .....

**NB:** State the reason / Purpose and explain e.g.

Purpose of Training employees. Is

Answer: To create a pool of workers for selection.

**NB:** Use a full sentence (*self-contained sentence*)

4. Role e.g.

Qtn: Examine the role of Small and Medium Enterprises (SME's)

Qtn: Examine the role of Taxation.

You **MUST**, Use: "**ing**" i.e. (*Present continuous tense*) for the positives e.g. Providing, creating, improving

However, for the negatives use; gives, raises, increases.

**NB:** What is the role / explain the role / Examine the role – give positives only  
- Assess the role / Analyse the role / Discuss / Describe – give the negatives

5. Circumstances / Conditions / when may; e.g.

Qtn: Under what circumstances may an entrepreneur carry out market research?

You **MUST**, Use: **In case or if or where or when**

**NB:** This question can be asked on any sub-topic with reasons & importance

6. Challenges e.g.

Qtn: Examine the challenges faced by small and medium enterprises.

You **MUST**,

Use: inadequate, limited, insufficient / under developed /

- unfavorable / High competition, etc.

- **Never Use:** Lack of / poor / bad / problem

- Never use two negative statements e.g. challenge of limited capital



7. Effects / outcomes / results / impact / consequences;

Qtn: Examine the effects of competition

Qtn: Examine the effects of taxation

You **MUST**,

Use: Give answers in present simple tense ("S") e.g.

**Helps, leads, creates, results, provides, etc.**

- It's both negative and positive effects.
- Never speculate (*can, might, may, likely, if, incase, etc.*)
- Separate positives and negatives
- Write a full sentence
- Balance the points

**NB:** If a positive or negative word comes before or after the word effects / consequences, give only negatives or positives e.g. effects of poor time management.

8. Affects e.g.

Qtn: How does unsustainable use of resources affect? / In what ways does business affect the natural environment?

You **MUST**,

- Use: **through / by / "ing"**  
e.g. By pollution

9. Compared to / Preferred to / Advantages of .....over .....

Qtn: Why are indirect taxes preferred to direct taxes?

Qtn: Examine the advantages of direct taxes over indirect taxes

Qtn: Why self-employment preferred to paid employment.

You **MUST**,

Use: as compared to or unlike

**NB:**

- Do not use **while** or **whereas** or **But**.
- Do not use vis-à-vis, the reverse is true, which is not the case.

10. Determining / influencing / Affecting: e.g.

Qtn: Examine the factors influencing tax compliance.

Qtn: Explain the factors determining competition

Qtn: Examine the economic factors influencing tax compliance

You **MUST**,

- State a neutral point
- Put a full stop and give a two sided explanation.
- Do not, speculate i.e. use **if, incase, where, when, can, may**.
- Avoid vis-à-vis, reverse is true, which is not the case, this does not happen with

11. Factors that determine / influence / Affect

You **MUST**,

- State a neutral point.
- Give a two sided explanation.

**NB:** With or without speculation no problem.

12. Responsibilities e.g.

Qtn: Explain the responsibilities of insurance

Qtn: Responsibilities of social enterprise (*present continuous tense*)

You **MUST**,

Use: **To, "ing", Through, or "S"**

**NB:** It's an open question.



13. Illustrations e.g.

Qtn: Illustrate the entrepreneurial framework

Qtn: Illustrate the P.L.C,

Qtn: Illustrate the communication process

You **MUST**:

- Define / the concept
- Write the title
- Illustrate full with arrows in the right direction.
- Explain the illustrated work in paragraphs.

14. Principals / Tools / Elements / Canons / Laws e.g.

Qtn: Explain the elements of a business plan.

Qtn: Explain the Tools of inventory and sores.

Qtn: Explain the elements of a production plan

Qtn: Explain the principles of insurance.

Qtn: Explain the principles of personal branding

Qtn: Explain the doctrines of successful negotiation

You **MUST**,

State the element as it is and explain, do not change anything.

15. Questions with and in the middle e.g.

Process for ordering and receiving goods

- Begin with the first don't mix point

16. Procedure / process / levels / steps involved, use

- Begin with a capital letter.
- Use present continuous tense "**ing**" or "**tion**"
- Write in order e.g.

Qtn: Explain steps involved in preparing business plan.

Qtn: Explain the steps involved in training and development of workers.

Qtn: Steps involved in recruitment.

Qtn: Steps involved when turning a business idea into an opportunity / product.

**NB:** The first three steps and last two steps are key.

17. Qtn: How does e.g. How does the government benefit from imposing taxes?

Qtn: How does an entrepreneur benefit from obtaining an insurance policy?

Use: By / through / ing

18. Importance / benefits / advantages / merits / arguments for / significance / relevance

- No speculation
- Write a full sentence which answers either how, why, where, when, who, etc.
- Use present simple tense ("**S**") if the question is in singular And ii it is plural use **they**

19. Bases, e.g. Bases of market segmentation. You must. State and explain after a full stop.

20. Qualities, use should as a must in each point.

21. Components / contents / aspects to be considered / elements / needs of ....

You state and explain e.g. explain the production needs of a production plan.

22. Techniques – state as they are and use "**ing**"

23. Limitations / barriers / hindrances / fail / low level / discourage

**NB:** State biased points on the negative side.



24. Increase and decrease e.g.  
Indicators of increase in competition  
Begin every point with increase or decrease  
But avoid high and low  
Examine the causes of increase in prices of products.

25. Distinguish / differentiate / Differences between,  
Use: while, whereas, yet or but

26. Questions of variations / Differences in / more than e.g.,  
- Why are some individuals paid more than others?  
- Examine the causes of wages differences / differences in wages,  
- Examine the causes of variations in prices.

You must:

- Begin every point with differences in / variations in .....
- State a neutral point and give a two sided explanation.

**NOTE:**

- 1) Government policy is not a point until its attached.
- 2) Begin with your best five points.
- 3) Always start with a point.
- 4) Give as many points as possible.
- 5) Always put a full stop after stating a point.
- 6) Number in the middle for both Section A and B.
- 7) At the end of every sub-section e.g. (a) leave space which can accommodate atleast five points.
- 8) Begin with your best question.
- 9) Put an opening statement.
- 10) Mind the spellings of the points always.

**=END=**