

ENTREPRENEURSHIP SCENARIO BASED DISCUSSION ITEMS

FORMAT FOR 845/1

Section A will comprise of 3 items and section B will comprise of 2 items.

A learner is expected to attempt all the 3 items in section A (Compulsory section) and in section B, a learner will select only one item to attempt.

The paper is to be done /attempted in 2 hours and 30 minutes.

ITEM	ELEMENT OF CONSTRUCT	TOPICS TO BE COVERED
1	Appreciates business startup process	<ul style="list-style-type: none"> - Types of businesses - Forms of business ownership - Cooperatives in Uganda - Business ideas - Business opportunities - Introduction to international trade - Regional cooperation - Market survey/research/human wants - Steps in starting up a business - Business plan - Preparation of other elements of business plan - Marketing plan - Production plan - Action plan - Location of a business - Factors of production - Preparation of action plan - Formalizing a business - Sources of business finance - Savings and investment
2	Manages a business	<ul style="list-style-type: none"> - An entrepreneur/qualities - Factors of production - Specialisation, division of labour, diversification in production - Machinery, equipment and tools in production - Creativity and innovation - Preparing a business plan (cash flow) - Introduction to marketing - Channels of distribution - Advertisement and sales of production

3	Appreciates business support	<ul style="list-style-type: none"> - Money - Banking - The central bank, commercial bank - Types of bank accounts - Microfinance institutions - SACCOs - Electronic banking - Risks in business - Terms used in insurance - Principles of insurance - Insurance documents and process - Challenges facing the insurance industry - Introduction to government revenue - Taxation - Tax administration in Uganda - Tax compliance - Basic tax computation - Business ethic - Consumer protection - Technology in business - Success in business
4	Apply book keeping skills	<ul style="list-style-type: none"> - Book keeping - Source documents - Books of original entry - The ledger - Trial balance and correction of errors - Correction of errors. - Statement of comprehensive income (trading, profit and loss) - Statement of financial position (balance sheet)