

P230/3

ENTREPRENEURSHIP

EDUCATION

Paper 3

July/August.2023

3 hours



UGANDA NATIONAL ECONOMICS & ENTREPREURSHIP SOCIETY (UNEESO)

Uganda Advanced Certificate of Education

Mock Examinations 2023

ENTREPRENEURSHIP EDUCATION

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INSTRUCTIONS TO CANDIDATES:

*Answer **four** questions.*

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

*Any additional question(s) answered **will not** be marked.*

SECTION A: CASE STUDY

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

Jero owns and operates a poultry and animal feeds processing project. When he dropped out of school, he was employed as a casual worker in a similar business in his home area. He obtained the skills and experience in mixing and selling poultry and animal feeds.

Jero was inspired by the growing number of farmers and profits to start his own business. He used his savings and a loan from the local SACCO to start the business. The business provides employment to many people in the area, market for the raw materials produced within the community and feeds to poultry and animal farmers. He also trains them occasionally.

In order to recognise the contributions the business makes to the community, government donated a new modern processing machine to boost the capacity of the business.

By 31/12/2022, the financial records of the business revealed the following information;

- Cost of feeds sold during the year shs.100,000,000.
- Gross profit markup 20%
- a) Identify the factors that enhanced the establishment of the project? **(05 marks)**
- b) Mention the innovations Jero should carry out to make his business more viable. **(05 marks)**
- c) How does the community benefit from the business? **(05 marks)**
- d) What strategies should Jero adopt to ensure production of quality feeds? **(05 marks)**
- e) Determine Jero's;
 - i) Gross profit **(03 marks)**
 - ii) Total sales **(02 marks)**

SECTION B: SCHOOL BUSINESS CLUB

2. With reference to a business project owned by your School Business Club;

- a) Describe the business. **(04 marks)**
- b) Mention the benefits you enjoyed by operating the business. **(08 marks)**
- c) What essential elements of purchasing did you observe in the business? **(08 marks)**
- d) How did the Club executives improve on the welfare of the members? **(05 marks)**

3. Using your School Entrepreneurship Club Business project;

- a) Present the background of the business. **(04 marks)**
- b) What techniques of communicating with customers did you employ when

- presenting the products? (08 marks)
- c) How did you identify your potential suppliers? (05 marks)
- d) Explain the factors that influenced the stock levels. (08 marks)

SECTION C: FIELD ATTACHMENT / FIELD TRIP

- 4. In relation to a business project you were attached to;**
- a) Give a general description of the business. (05 marks)
- b) How does the enterprise ensure proper management of its physical assets? (06 marks)
- c) Identify the tools the entrepreneur employs in monitoring and supervising business operations. (08 marks)
- d) Explain the internal measures of quality control the business can use for managing its purchases. (06 marks)
- 5. For any one field trip you made either as an individual or group;**
- a) Describe the nature of the business. (05 marks)
- b) Explain the controls the entrepreneur uses to manage the flow of funds in the enterprise. (05 marks)
- c) How does the enterprise overcome the threat of competition? (08 marks)
- d) Advise the owner of the business about some of the challenges associated with family business. (07 marks)

-END-

Best wishes and Good Luck

“An investment in knowledge pays the best interest” Benjamin Franklin

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