

P230/1
ENTREPRENEURSHIP
Paper 1
July 2024
3 hours



ACEITEKA JOINT MOCK EXAMINATIONS 2024

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP

Paper One

Time: 3 hours

INSTRUCTIONS:

- *Answer five (5) questions.*
- *Section A is Compulsory. Answers to this section should be concise.*
- *Answer four (4) questions from Section B.*
- *Any additional question(s) answered will not be marked.*

SECTION A (20 marks)

- 1(a) State any four negotiation skills in entrepreneurship. (04marks)
- (b)(i) Define the term prototype as used in entrepreneurship. (01mark)
(ii) Identify any three perspectives of analyzing a business idea. (03marks)
- (c)(i) Distinguish between a cash flow statement and a balance sheet. (02marks)
(ii) Mention any two contents of a cash flow statement. (02marks)
- (d) Outline any two;
(i) Examples of taxes collected by the Local Government Authorities. (02marks)
(ii) Elements of tax compliance. (02marks)
- (e) Give any four factors that should be considered by the Insurer when determining insurance premium. (04marks)

SECTION B (80 marks)

- 2(a) Justify the need for promoting effective communication in an enterprise. (06marks)
(b) What are the barriers to effective communication in an enterprise? (14marks)
- 3(a) Describe the aspects that characterize the entrepreneurial environment. (08marks)
(b) Discuss the economic environment factors that promote entrepreneurship development in Uganda. (12marks)
- 4(a) How can training needs of the employees be identified in an organization? (04marks)
(b) Examine the relevance of equipping employees with skills in an organization. (16marks)
- 5(a) Distinguish between a business plan and a financial plan. (04marks)
(b) Under what instances may an entrepreneur prepare a business plan? (16marks)
- 6(a) Distinguish between competition and competitive advantage. (04marks)
(b) Analyze the implications of competition in business. (16marks)
- 7(a) What are the differences between marketing and selling? (10marks)
(b) Explain the various marketing techniques entrepreneurs can employ in their businesses. (10marks)

END