

P230/3
ENTREPRENEURSHIP
EDUCATION
PAPER 3
July / August 2024
3 hours



MASAKA DIOCESAN EXAMINATIONS BOARD

Uganda Advanced Certificate of Education
JOINT MOCK EXAMINATIONS 2024
ENTREPRENEURSHIP EDUCATION

Paper 3

3 hours

INSTRUCTIONS TO CANDIDATES

This paper consists of **THREE** sections **A**, **B** and **C**.

Answer **four** questions section only.

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

Credit will be given for use of relevant diagrams and illustrations.

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

SECTION A:

1. **Read the case study and answer the questions that follow.**

Ssempala an entrepreneurship teacher at Equator secondary school Kayabwe met Rose a commerce teacher in the same school and got married in 2019. The duo had the first child in 2020 and the salary they were earning turned out to be a drop in the ocean to sustain their big budget for a living.

They decided to put aside part of their income with hope of starting a money generating project. To them a supermarket struck a chord since Rose had worked in a supermarket for eight months during her vacation. Having raised shs fifteen million (shs 15,000,000) by May 2022 from their saving, they started the supermarket under the name of SERO supermarket in Mpigi district, Kayabwe trading Centre along Kampala Masaka highway. Given their busy schedule, they decided to employ and train Rose's sister to help in the running of the business. They also installed CCTV camera to monitor the activities taking place at the business. Out of the market survey they conducted, they discovered that their school was in need of eats and drinks. They bought a blender and an oven and started producing the products themselves in order to fill the gap.

Being a VAT registered business, they bought an Electronic Fiscal Receipting and Invoicing solution (EFRIS) system to improve on their record keeping and also enable them file returns to URA. In November 2023, their records showed a total sales revenue of SHS 21,000,000 (VAT inclusive) and total purchases of SHS 16,200,000 (VAT inclusive). Given the increased sales, they now deposit money daily in centenary bank. Their business is now the leading supermarket in Kayabwe trading centre and they are expecting to open up a new branch near Nkozi university.

- What factors enabled Ssempala and Rose to establish SERO Supermarket. (05 marks)
- Describe the nature of the business operated by Ssempala and Rose. (05 marks)
- Calculate the VAT that SERO supermarket paid in November 2023 given VAT rate of 18%. (04 marks)
- Advise Ssempala and Rose on the benefits of paying taxes. (06 marks)
- Apart from depositing money in the bank, what other strategies should Ssempala and Rose put in place to ensure proper management of cash? (05 marks)

SECTION B: SCHOOL BUSINESS CLUB

(Choose at least one question from this section)

In relation to the business project owned and operated by your school entrepreneurship club:

- a) Describe the nature of the business you carried out. (05 marks)
- b) What activities were you involved in to ensure better time management. (05 marks)
- c) Describe the attributes that enabled you to be creative in your enterprise. (05 marks)
- d) Explain the procedure that you followed when developing an operational budget. (05 marks)
- e) What hinderances did you face when implementing a sequence of activities for your enterprise? (05 marks)

With reference to your entrepreneurship business project:

- a) Write up two goals and two objectives of your enterprise. (04 marks)
- b) How did members of the project tried to become creative sales persons? (05 marks)
- c) How did you minimize the cost of operation in your business? (06 marks)
- d) Describe the factors you considered when evaluating the business opportunity. (05 marks)
- e) What features can you base on to tell that your project was in the growth stage. (04 marks)

SECTION C: Field attachment/Field trip

Answer at least one question from this section

4. For any business enterprise you were attached too:

- a) Describe the business you visited. (04 marks)
- b) What factors does the business consider when determining the value of exchange for products supplied. (06 marks)
- c) Describe the steps followed by the business in training employees. (05 marks)
- d) Advise the owner of the business on the various laws he/she should consider when acquiring an insurance policy. (05 marks)
- e) How does the business promote its products? (05 marks)

5. For any field trip you made as a group or as an individual:

- a) Describe the objective of the field trip. (04 marks)
- b) What characteristics describe the entrepreneur as someone with strong need to achieve. (05 marks)
- c) Advise the entrepreneur on the factors considered when analyzing competition. (05 marks)
- d) How does the business you visited manage its waste materials? (05 marks)
- e) Advise the owner on how to ensure safety and health of employees. (06 marks)