

*P230/1*  
*ENTREPRENEURSHIP*  
*EDUCATION*  
*Paper 1*  
*3hours*

**SET ONE**

**PRE REGISTRATION EXAMINATIONS 2024**

**Uganda Advanced Certificate of Education**

**ENTREPRENEURSHIP EDUCATION**

**Paper 1**

**3hours**

**Instructions to Candidates:**

- *This paper consists of **two** sections: **A** and **B***
- *Answer five questions.*
- *Section **A** is compulsory. Answers to this section should be precise*
- *Answer four questions from section **B***
- *Credit will be given for use of relevant diagrams and illustrations.*
- *Any additional question(s) answered will **not** be marked*

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***Turn Over***

## **SECTION A (20 MARKS)**

**Answer all questions in this section.**

1. a) i) Define the term feasibility study. (01 mark)  
ii) Give any three benefits of carrying out a feasibility study before starting a business. (03 marks)
- b) i) Mention any two reasons for the popularity of self-employment over paid employment. (02 marks)  
ii) State any two causes for wage differentials. (02 marks)
- c) Outline three roles of entrepreneurship in economic development. (03 marks)
- d) i) Distinguish between an income statement and a Cash flow statement. (02 marks)  
ii) Identify any three own sources of capital. (03 marks)
- e) i) Define the term negotiation. (01 mark)  
ii) Give any three attributes of a good negotiation. (03 marks)

## **SECTION B (80 MARKS)**

2. a) Describe the types of distribution channels used by Entrepreneurs in Uganda. (10 marks)  
b) Examine the factors considered when choosing distribution channels. (10 marks)
3. a) Explain the principles that govern development of a Lucrative personal brand. (10 marks)  
b) What benefits do entrepreneurs get from developing a personal brand? (10 marks)
4. a) Explain the factors affecting women participation in entrepreneurship. (10 marks)  
b) What measures are being taken by the government of Uganda to promote women participation in entrepreneurship? (10 marks)
5. a) Why is it necessary to prepare a production plan before starting a business? (10 marks)  
b) Explain the factors that limit effective implementation of a business plan. (10 marks)
6. a) Describe the responsibilities of a Human resource manager in an enterprise. (10 marks)  
b) Assess the implications of labour turnover in an enterprise. (10 marks)
7. a) Explain the principles of a good tax system. (10 marks)  
b) Assess the impact of taxation on entrepreneurial activities in Uganda. (10 marks)

**END**