

SECTION A

Answer all items in this section.

Item 1.

Ismail and Fahad own a baking business. They have been applying to supply bakery products to schools and government departments but all their applications have not been successful. On inquiry, Ismail and Fahad were informed that their business is not formalised and therefore cannot win respective contracts to supply bakery products.

Task:

As an entrepreneurship student;

- (a) Guide Ismail and Fahad on how to overcome the challenge above.
- (b) Design a document analysing the requirements for producing the respective products.

Item 2.

Dembelyo owns a restaurant dealing in local dishes. For the last 10 years, he has been waking up at 4am and closes business at 11pm. However, his restaurant has continued to experience very low flow of customers and low profits. Dembelyo is still positive that in future his business will win customer acceptance and loyalty.

Task:

- (a) What entrepreneurial features are possessed by Dembelyo?
- (b) Advise Dembelyo on how to overcome the challenges faced in the business.

Item 3.

Sarah owns a juice processing business. The business is characterised by low sales, low productivity, regular expiry of juice products and ineffective monitoring and supervision of the business activities. All cash received is kept in a wooden safe at the business premises since the business has no bank account. Sarah's business has become a target for thieves who regularly break in and steal business cash among other items. Sarah has been advised to upgrade the technology used.

Task:

Use Entrepreneurial skills to guide Sarah;

- (a) On how the above decision will improve her business performance.
- (b) To select a suitable bank account for the business.

SECTION B

Answer one item from this section.

Item 4.

Pato owns a retail shop in a trading centre in his village. He sells some products on credit and receives payments later, but has limited skills in book keeping. The following transactions took place in March 2024.

March	1st	Invoice to Hope; 9 cartons of Kimbo at Ugx8,750 each, 8 cartons of cowboy at Ugx9,850 each, 10 cartons of mineral water at Ugx10,000 each.
	5th	Invoice to Peace; 7 cartons of Nomi soap at Ugx8,700 each, 3 cartons of Omo at Ugx8,000 each and 4 cartons of Kimbo at Ugx8,750 each.
	10th	Invoice to Dove; 5 bags of sugar at Ugx45,000 each, 5 bags of salt at Ugx30,000 each and 1 box of soap at Ugx60,000.
	20th	Invoice to Joy; 30 boxes of biscuits at Ugx20,000 each, 20 packets of sweets at Ugx6,700 each.

- 20. Credit sales to Peter Ugx 188,000, Powell Ugx310,000, Patrick Ugx420,000.
- 24. Credit purchases from Fatuma Ugx550,000, Ernest Ugx900,000.
- 31. Returns inwards from Peter Ugx27,000, Aisha Ugx30,000.
- 31. Returns outwards to Cook Ugx13,000, Davies Ugx11,000.

Task:

As a student of Entrepreneurship with book keeping knowledge,

- (a) Help Green Enterprises prepare the relevant subsidiary books.
- (b) Open relevant accounts in the general ledger.

END