

P230/3
ENTREPRENEURSHIP EDUCATION
Paper 3
July - August 2024
3 Hours



UGANDA MUSLIM TEACHERS' ASSOCIATION
UMTA JOINT MOCK EXAMINATIONS 2024
UGANDA ADVANCED CERTIFICATE OF EDUCATION
Entrepreneurship Education
Paper 3
3 hours

INSTRUCTIONS TO CANDIDATES

- *This paper consists of **three** sections, **A**, **B**, and **C**.*
- *Answer **four** questions only. All questions carry equal marks*
- *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 the use of relevant diagrams and illustrations.*
- *Any additional question(s) attempted will **not** be marked.*

SECTION A
CASE STUDY.

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

Opiyo Oloya, a farmer based in Agago subcounty is performing well with his Agribusinesses. The entrepreneur has invested much in crop production, floriculture, livestock keeping and apiculture. Having studied entrepreneurship and agriculture at the ordinary level, Opiyo Oloya knows the importance of book keeping and preparation of financial statements to guide in decision making.

Although business is lucrative, competition is stiff in the region. Opio has to closely work with agricultural researchers to implement new and innovative strategies to achieve a sizeable market share.

The entrepreneur has always mentioned it that with farming it is absolutely hard to control labour turnover and stealing of farm products by employees. Taxes on imported farm implements are still very high and this negatively impacted on agricultural mechanization in the region.

The remarkable achievements of the entrepreneur have inspired many lending institutions to closely work with him and continue to transform Agago community. Agago micro finance has pledged to offer an agricultural loan at an interest rate of **12%** per annum.

- (a) Identify the entrepreneurial qualities that have enabled Opiyo Oloya to achieve business continuity. (06 marks)
- (b) Mention the various strategies that the entrepreneur can adopt to control labour turn over in the different sectors of farming. (06 marks)
- (c) In what ways has the entrepreneur benefited by keeping records and financial statements? (05 marks)
- (d) Suggest innovative measures the entrepreneur can implement to expand the market share despite stiff competition. (05 marks)
- (e) Advise the entrepreneur on any **three** innovative business associations that can be used to bargain for incentives from the government of Uganda (03 marks)

SECTION B
SCHOOL BUSINESS CLUB

*Answer at least **one** question from this section*

2. With reference to your School Business Club Project.
- (a) Give a description of the business project. (04 marks)
 - (b) (i) Describe the duties that were performed by the club general secretary. (05 marks)
(ii) What factors did you consider when selecting club members for leadership? (05 marks)
 - (c) Describe the procedure you followed when training club members new skills. (06 marks)
 - (d) How did you identify the training needs of club members? (05 marks)
3. In relation to your School Business Club project;
- (a) Describe the business. (04 marks)
 - (b) Identify the types of raw materials that were used in the production. (05 marks)
 - (c) Describe the process you followed to ensure purchase of quality raw material. (07 marks)
 - (d) (i) What forms of innovations were undertaken in your club project? (04 marks)
(ii) How did you foster innovations in the club project? (05 marks)

SECTION C
FIELD ATTACHMENT/ FIELD TRIP

*Answer at least **one** question from this section.*

4. For any business enterprise you were attached to;
- (a) Give the general description of the business. (04 marks)
 - (b) (i) Identify the market gaps that exist in the business. (04 marks)
(ii) Advise the business on ways of addressing the market gaps. (05 marks)
 - (c) Outline the measures considered by the business to minimize business risks. (07 marks)
 - (d) Suggest measures the entrepreneur should take to gain a competitive advantage. (05 marks)

5. For any **one** business trip you made as an individual or group;

(a) Describe the features of the business. (04 marks)

(b) What factors were considered by the entrepreneur when choosing business location?
(07 marks)

(c) (i) Mention examples of taxes paid by the business visited. (04 marks)

(ii) How has the business benefited by paying taxes to the government? (05 marks)

(d) Advise the entrepreneur on ways of controlling threats caused by unsustainable use of natural resources in the environment. (05 marks)

END