

P230/3  
ENTREPRENEURSHIP  
EDUCATION  
Paper 3  
July/August  
3 hours



## WAKISSHA JOINT MOCK EXAMINATIONS

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.*
- *Section A is compulsory. Answer any **three** questions from sections B and C, choosing at least **one** question from each section.*
- *All questions carry equal marks.*
- *Any additional questions(s) answered will **not** be marked.*
- *Credit will be given for use of relevant diagrams and illustrations.*

## SECTION A

### Case Study

1. Read the case study of Mr. Opio and answer the questions that follow

Mr Opio Tom operates a restaurant in Kalwere Market. There are many other food Kiosks in the market and the competition is stiff. Mr. Opio has specialized in serving non-fried traditional dishes. This means he uses high quality and value foods to prepare his dishes which must be in their original high-quality form. He also sells traditional drinks, milk and porridge and on weekends, one has a chance of getting a free drink.

While Mr. Opio strategically stands outside his kiosk to welcome customers, the wife gives them seats, takes their orders and ensures that the waiters and waitresses serve them promptly. After their meals, Mr. Opio's wife collects payment. She ensures proper counting of the money and also timely refund of the balance. At the end of each day, she banks the money at a nearby Saving and credit society.

Mr. Opio and the wife have been able to fulfil some of their dreams like having a personal motor vehicle, built a house, have access to good medical facilities, bought land, have access to utilities like clean water, have access to food and have also taken their children to good performing schools.

Mr. Opio has incurred heavy costs on purchase of land, insuring his business, paying salaries and wages, advertising his business, purchase of a computer, transport costs, purchase of furniture for the business, payment of water and electricity bills. These have adversely affected the restaurant's funds.

Basing on the above costs, Mr. Opio has decided to approach Equity Bank-Wandegaya branch for a loan facility of Shs. 10,000,000. He has been given the following terms and conditions:

- i) The loan amount shall be paid back within a period of five years.
- ii) The loan interest shall be 5% annually but shall be based on outstanding balance.

Mr. Opio hopes that once he acquires this loan, it will be a great boost to his business' success.

### Questions

- a) What selling tactics and strategies does Mr. Opio use in his business? (5 marks)
- b) Mention the financial management activities that are being exercised in Mr. Opio's restaurant. (3 marks)
- c) List examples of physiological needs that Mr. Opio has been able to fulfil in his life. (4 Marks)
- d) Mention the working capital requirements Mr Opio incurred in the restaurant. (3 marks)
- e) Prepare a loan repayment schedule for a loan facility in the case study above. (6 Marks)
- f) Advise Mr. Opio on the importance of running his restaurant hand in hand with his wife. (4 marks)

## SECTION B

## SCHOOL BUSINESS CLUB

Answer at least one question from this section.

2. With reference to the business project carried out by your school business club.
- a) Describe the nature of the business carried out. (5 marks)
  - b) Explain the different ways you used to identify potential suppliers. (4 marks)
  - c) What factors did you consider while determining the distribution Channel of your product(s)? (5 marks)
  - d) i) Which financial statement was used to find out the financial stand of the project? (1 mark)  
ii) Mention the items that were included in the above financial statement. (6 marks)
  - e) How did you elect the club executive committee? (4 marks)
3. In relation to the school business project carried out by your entrepreneurship club:
- a) i) State the type of business. (1 mark)  
ii) Give the brand name of the project and the product(s). (2 marks)
  - b) How did you benefit from proper time management? (6 marks)
  - c) Describe the techniques you used to cope up with change. (6 marks)
  - d) i) Describe the leadership structure of the project. (5 marks)  
ii) Give reasons why you prepared the leadership structure. (5 marks)

## SECTION C

### FIELD ATTACHMENT / FIELD TRIP

Answer at least one question from this section

4. For any field attachment in which you were involved:
- a) i) Describe the business. (3 marks)  
ii) What factors were considered when designing the plant layout of that business? (4 marks)
  - b) Show the techniques the business uses to present its products to the customers. (4 marks)
  - c) Discuss the relationship between the business and the society. (8 marks)
  - d) What techniques did the business use when establishing whether the customers are satisfied? (3 marks)
  - e) Advise the owner(s) of the business on the different ways of handling credit sales. (3 marks)
5. For any business you were attached to:
- a) Describe the size of that business. (5 marks)
  - b) What competitive advantages did the business possess? (6 marks)
  - c) Mention the different methods of sourcing employees the business uses. (5 marks)
  - d) How did the business ensure proper lighting within its premises? (5 marks)
  - e) Advise the owner about the merits of online marketing. (4 marks)

END