

**BWERANYANGI GIRLS SENIOR ENTREPRENEURSHIP A'LEVEL SEMINAR
QUESTIONS 2024**

Entrepreneurship P230/1

SECTION A

- 1.(a)i. Define the term competition.
 - ii) Outline the tactics entrepreneurs employ to win customer loyalty and acceptance.
- (b)i. Distinguish between labour turnover and labour planning.
 - ii. Outline the circumstances under which the business may terminate an employee services
- (c)i. Define the term appropriate technology
 - ii. What are the basic features of appropriate technology.
- (d). State the;
 - i. Obligations of a tax payer
 - ii. Rights of a tax payer
- (e)i Outline the elements of a workplace.
 - ii)Give the factors considered when designing a workplace.

SECTION B

1. a) Explain the procedures involved in the training process of employees.
 - b) why do small firms find it difficult to carry out training.
2. a) Describe the aspects that characterise the entrepreneurial environment.
 - b) What are the major arguments for globalisation?
3. a) What is the significance of financial planning in a business enterprise?
 - b) Explain the factors that limit the successful implementation of planned activities in an enterprise.
4. a) Describe the major aspects that should be included in a social enterprise plan.
 - b) What is the role of social entrepreneurship in society?
5. a) Discuss the marketing techniques and strategies employed in entrepreneurship.
 - b) Explain the basis of dividing markets into small individual markets by entrepreneurs in your country.
6. a) Why is investing in shares preferred to investing in bonds.
 - b) Account for increased investment in collective investment schemes in your country.
7. a) Identify the competences required for a successful job interview.

- b) Explain the causes of disparities in income levels of different careers and employees.
- 8. a) Examine the benefits of formalizing a business.
- b) Analyse the challenges faced when formalizing businesses in Uganda.

Entrepreneurship P230/2

Project management skills.

9. You are currently running a bakery producing a variety of products amidst competitors in your home area.

- a. Present a marketing flow chart for your business
- b. Prepare a quotation to be sent to one of your prospective customers who has made an inquiry on your products.
- c. Formulate guidelines to be followed while selling products on credit.
- d. Write a memo to your sales manager about customer's complaints.

10. You are a sales manager of juice processing factory in one of the busy towns in Uganda however the business is facing challenges of decline in sales

- a. Write a report to the managing director about market research you have recently carried to establish the cause of decline in sales
- b. Design an orientation programme for new employees
- c. Prepare a production plan for your factory
- d. Draft a daily supervision schedule for workers of the business

Financial management skills

11. Kamwekamwe enterprises limited has provided you with the following projections for the last months of 2019

- I. On 31st August 2019, the business had an overdraft of shs 70,000,000
- II. Invoices expected to be issued by the sales manager monthly are worth shs 60,000,000 of which 75% of the payment is to be received instantly and the balance in the following month. Debtors of 6% of these issues are expected to default.
- III. Cash sales are projected at shs 40,000,000 per month. An increase of 15% expected after the first two months
- IV. Monthly rent income from one of the tenants is expected to be shs 16,000,000 per month but is expected to increase by 10% after September. The tenant however did not use the rented property in the third and fourth month because he had gone for a holiday trip in Nairobi.
- V. A 20% interest loan facility is to be obtained in the first month for shs 60,000,000. It is payable in four equal monthly instalments with effect from the month of acquisition. Interest is payable on reducing balance starting from September
- VI. Purchases of shs 400,600,800 and 1000 units of inputs were made for each of the four months respectively at a cost of shs 4000

- VII. Monthly salaries and wages for two employees were projected for shs 24,000,000 in the first month and an increase in the wage bill is expected to be 2% monthly due to the rise in demand for labour
- VIII. Extension of business premises is expected to cost shs 15,000,000, 18,000,000 and 10,000,000 in the second, third, and fourth month respectively.
- IX. The business plans to purchase a generator in September at a cost of shs 50,000,000 on instalment credit and pay a down payment of 10,000,000 while the balance is to be effected in the ratio of 60% ,30% and 10% in the following month. The generator is expected to depreciate by shs 1,000,000 every month.
- X. The business has a capacity of obtaining some raw materials on credit. It plans to buy 200 units in the first month at a cost of shs 3500 per unit and the quantity is expected to rise by 10% per month. Creditors give a three weeks' credit period
- XI. The business is to receive a cash donation of shs 5,000,000 in the second month and the donation of a machine in the third month was shs 60,000,000
- XII. Shs 2,000,000 is to be spent on proprietors birthday party on 4th October 2019 while goods amounting to shs 1,600,000 are to withdrawn on the same day for the same cause
- XIII. Creative sales person is to receive a commission of 5% of total monthly cash sales revenue

Required

- Prepare a cash budget for the business for four months' period
- Advise the proprietor of the business on ways of increasing cash inflows to the business

12. The following information is available from the books of Kazeeki enterprises ltd for the year ended 31st.12.1999

Particulars	shs(000)
Capital	54820
Opening stock	10,000
Accounts receivable	9000
Sales	48000
Returns inwards	500
Purchases	30500
Returns outwards	600
Carriage on purchases	100
Wages and salaries	2000
Accounts payable	4300
Inventory	1100
Rent	300
Electricity	120
Commission received	800
Discount allowed	1000
Buildings	40000
Cash in hand	8000
Furniture	13000
Bank overdraft	6000
Prepaid salaries	300
Commission due	200

Required

- a. Compute and interpret
 - I. Cost of sales ratio
 - II. Rate of return on capital employed
 - III. Stock holding period
 - IV. Working capital ratio
 - V. Net worth to total assets ratio (equity ratio)
- b. Of what significance is ratio computations to an entrepreneur?

13. (a) The table below shows the monthly PAYE tax rates in Uganda.

Monthly Income	Tax rate
1. Not exceeding Shs. 235,000	Nil (Zero)
2. Exceeding Shs. 235,000 but not exceeding Shs. 335,000.	10% of the amount by which chargeable income exceeds Shs. 235,000.
3. Exceeding Shs. 335,000 but not exceeding Shs. 410,000.	Shs. 10,000 + 20% of the amount by which chargeable income exceeds Shs. 335,000.
4. Exceeding Shs. 410,000	(a) Shs 25,000 + 30% of the amount by which chargeable income exceeds Shs. 410,000. (b) Where chargeable income exceeds Shs. 10,000,000, an additional 10% is charged on incomes exceeding Sh. 10,000,000.

Calculate the monthly PAYE payable by the following employees who earned the following incomes in the month of March 2020.

i. Mutatina	Shs	235,000
ii. Kagoro	Shs	400,000
iii. Kiwanyi	Shs	600,000
iv. Nabibika	Shs	11,000,000

(b) The following VAT exclusive transactions were carried out by a VAT registered business in Feb 2020 at different chains of distributions.

- I. Masavu bought goods worth shs 9,000,000
- II. Masavu sold all the goods to Teeba for shs 11,000,000
- III. Teeba sold the same goods to Bambuza for shs 14,000,000
- IV. Bambuza a retailer sold the goods to the final consumer for shs 19,000,000

Calculate the VAT chargeable at; each, stage using the current VAT rate of 18%

(c) Advise entrepreneurs on the importance of paying taxes

14. Due to the closure of business by city traders, URA has organized a Tax Education Workshop and has invited you as an Expert in Taxation to speak to the traders.

(a) (i) Explain to the audience any 3 forms non-taxable employment benefits.

(ii) Explain to the traders the consequences of tax evasion.

(b) Explain to the traders the difference between;

(i) VAT Inclusive and VAT exclusive Transactions.

(ii) Chargeable income and Threshold income

(iii) VAT liability and VAT refund

(c) Calculate for them the annual rental tax payable by two landlords MELINDA AND MELISA who earn annual Rental incomes of shs 3,200,000 and shs 8,000,000 respectively.

(c) AMINATA LTD has her annual income from the retail shop as shs 2,500,000. She also earns shs 1,200,000 annually from the property she owns and her job earns shs 6,000,000 annually. Ten percent of the income from her shop is tax exempt while the annual expenses and losses amount to shs 400,000. The annual threshold income is shs. 2,820,000

Calculate her;

(a) Gross income

(b) Chargeable income

(c) Taxable income

(d) The amount of income tax she would pay annually using the PAYE System.

(e) MULON, an importer of electronics imported computers from Britain at CIF value of 2000 British pounds, attracting an import duty of 25%, excise duty 40%, VAT 18% and withholding tax of 6%.

Calculate:

i) Customs value.

ii) Import duty

iii) Excise duty

(iv) VAT tax payable

Total amount of tax payable by Mulan, (exchange rate is shs 45000 per British pound).

CASE STUDY

Every day, the world appreciates that Uganda has a variety of resources and opportunities that can be exploited and it has given birth to a variety of entrepreneurs over years. The recent months have witnessed the emergency of two vibrant and very competent enterprising ladies i.e. Awinja & Kisakye. They have established themselves in providing very nutritious and tasty foods at their restaurant named **AKEE BEST FOODS RESTAURANT** that has branches in the four major cities of Uganda.

As OGs whose passion was developed by their research way back in A' level where they observed that every living organism survives on eating. They are known for being professional in communication. They rarely ask for pardon, take note of key points that need remembering and they always sit comfortably when attending to someone.

Because of the high quality of their food, they have been contracted to start serving long distance travellers (across borders) to Tanzania and Rwanda. A Small and manageable number of employees has been employed in each of their branches and they closely monitor the performance of other branches through physical visits, checking records and they use CCTV cameras connected onto their phones to ensure that their employees who are both men and women are prompt, honest, and greatly respect their clients. Their target is to be recognized as most influential and enterprising ladies with a high dignity.

15. CASE STUDY QUESTIONS:

- a) Identify the attributes of a good listener possessed by both Awinja and Kisakye
- b) What taxes are they expected to pay and of what importance are they to the country?
- c) Help them to formulate policies to promote sustainable development in their community.
- d) Discuss the key marketing decision areas that the ladies paid much attention to.
- e) How can Awinja and Kisakye continue battling for customers' loyalty for a long period of time?
- f) Advise Awinja and Kisakye on the laws to follow when marketing themselves and their careers.
- g) What lessons do you learn from Awinja and Kisakye?.

16. SECTION B (SCHOOL BUSINESS CLUB)

With reference to your school business club;

- a. Give a description of the business project
- b. Identify the production activities you carried out.
- c. Justify the view that your project was an attractive business idea.
- d. Give the purchasing procedures you followed in purchasing inputs.
- e. Mention the techniques that were employed to minimize costs of production.
- f. Give the ways you employed to encourage club members to perform their duties and responsibilities.

17. SECTION C (Field attachment)

For any business enterprise you were attached to;

- g. Give the general description of the business.
- h. How does it manage its inventory?
- i. Help the business you were attached to draft a marketing plan.
- j. Explain the monitoring tools the business employed.
- k. Identify the business ethics the business practices towards its employees.

18. FIELD TRIP

For anyone business trip you made as an individual or group

- a. Give the social responsibilities for the business visited to the community
- b. Explain the innovations you observed being practice by the business.
- c. What customer care practices are being used in the business.
- d. Give the examples of indiscipline you identified in the business.
- e. Give the procedure followed in the business in handling indiscipline staff.
- f. Help the business visited to draft a visitor's book.