

P230/3
ENTREPRENEURSHIP
EDUCATION
Paper 3
AUGUST, 2024
3 hours



JINJA JOINT EXAMINATIONS BOARD

Uganda Advanced Certificate of Education

MOCK EXAMINATIONS – AUGUST, 2024

ENTREPRENEURSHIP

EDUCATION

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INSTRUCTIONS:

- 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 sections **B, and C**, choosing at least one question from each section.*

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Turn Over
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SECTION A : CASE STUDY

Answer all parts of this question.

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

In 2015 three fresh Busoga University Graduates (Musana, Isabirye and Kawudha) concerned about the high youth unemployment rates decided to form a savings scheme Busoga Young Entrepreneurs SACCO with their meagre savings worth shs. 1,500,000. Their intention was to pool money which they could draw from to start their businesses and offer financial mentorship to its members.

After 2 years the SACCO had 315 members', capital worth shs. 60,000,000 in assets and investments and loan portfolio of shs. 27,000,000. To legalise their operations, the founder members got its Certificate of Registration in 2016 from the Ministry of Trade, Industry and cooperatives.

They visit member's business before and after financing to ascertain their feasibility and sustainability, offer training to business owners, advise on the type of business they can choose so that they do not go wrong and usually come up with business options for members to choose the ones they want.

The SACCO has a committee of nine elected members who are answerable to the members, oversee the operations and responsible for the welfare of the employees. The committee holds meetings once a month and account signatories include the Chairperson, Treasurer and Secretary.

Three professional staff have been recruited. One deals with office administration, the other is in charge of marketing and recruitment of new members while third person handles books of accounts and prepares management accounts.

Demand for loans is usually high, but members have to save for three months before qualifying to borrow. This gives us time to mobilize funds to lend." Musana says:

Some of the products of the SACCO include emergency loans, business loans which range from shs. 3,000,000 to shs 10,000,000 and charity work in the community. Repayment terms vary depending on the loan amount, but maximum repayment period is 12 months. When a member defaults without a verifiable reason he/she is charged an Interest rate of 4% and hence reduced default rate.

Questions.

- a) Apart from members' savings, identify other sources of revenue to the SACCO. (04 marks)
- b) Explain the factors that have contributed to the continued progress of Busoga Young Entrepreneurs SACCO. (06 marks)
- c) Outline the benefits of operating a registered SACCO to the members. (05 marks)
- d) How has Busoga Young Entrepreneurs SACCO benefited the community? (06 marks)
- e) What lessons do you learn from the above case study? (04 marks)

SECTION B: SCHOOL BUSINESS CLUB

2. With reference to the school Business project operated by your Entrepreneurship club.
 - a) Present the general description of business project. (04 marks)
 - b) Explain the factors that were considered when selecting the channel(s) of distribution. (06 marks)
 - c) Outline the components of the business products. (04 marks)
 - d) What marketing activities did you carry out? (05 marks)
 - e) Describe the strategies adopted in managing physical assets of the project. (06 marks)
3. Basing on your school club project in which you participated:
 - a) Give the general description of the business project. (04 marks)
 - b) Describe the techniques that were used to promote sales. (08 marks)
 - c) Explain the economic environmental factors that affected the production process of the business. (06marks)
 - d) What customer care strategies were adopted during business transactions? (06 marks)

SECTION C: FIELD ATTACHMENT/FIELD TRIP

4. For any field attachment carried out:
 - a) State the objectives of field attachment. (04 marks)
 - b) Describe the factors that affect production decisions of the enterprise. (08 marks)
 - c) Explain the internal control systems used by the business to ensure production of quality products. (08 marks)
 - d) What factors are based on when determining prices of the enterprise products? (05 marks)
5. For any field Trip you made as an individual or as a group:
 - a) Describe the nature of the business. (04 marks)
 - b) What operational methods does the business consider when analyzing competition in business? (06 marks)
 - c) How does the business avoid the common causes of business failure? (08 marks)
 - d) Advise the entrepreneurs(s) on challenges to be faced when business products are offered on credit. (07 marks)