

P230/1

ENTREPRENEURSHIP

EDUCATION

Paper 1

July/Aug 2024

3hours

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13  
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15  
53



## KAMSSA JOINT MOCK EXAMINATIONS

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 1

3hours

### Instructions to Candidates:

- This paper consists of **two** sections: **A** and **B**
- Answer five questions.
- Section **A** is compulsory. Answers to this section should be precise
- Answer four questions from section **B**
- Credit will be given for use of relevant diagrams and illustrations.
- Any additional question(s) answered will **not** be marked

## SECTION A (20 MARKS)

Answer all questions in this section.

- 1a. (i) What is meant by the term achievement motivation? (01 mark)  
(ii) Give any three ways of promoting Entrepreneurial motivation. (03 marks)
- b. (i) Distinguish between conscientization and gender partnership. (02marks)  
(ii) State any two factors that enhance gender partnership. (02marks)
- c. Mention any four effects of climate change on business activities. (04 marks)
- d. (i) Define the term prototype. (01 mark)  
(ii) Mention any three factors considered when evaluating a business idea. (03 marks)
- e. (i) Distinguish between lead time and re-order level. (02 marks)  
(ii) Give any two ways of managing inventory in a business. (02 marks)

## SECTION B (80 MARKS)

Answer any four questions from this section

- ✓ 2 (a) Describe the principles of effective communication. (10 marks)  
(b) What techniques should be used by entrepreneurs to improve listening skills? (10 marks)
- ✓ 3. (a) Why should entrepreneurs observe quality during the production process. (10 marks)  
(b) Examine the strategies that can be used by entrepreneurs to increase profits. (10 marks)
- ✓ 4. (a) What is the contribution of Uganda Securities Exchange (USE) to the development of Uganda. (10 marks)  
(b) What factors limit effective performance of capital markets in Uganda. (10 marks)
- ✓ 5. (a) Why is there need to carry out proper budgeting for the business enterprise? (10 marks)  
(b) Describe the various tools used by entrepreneurs to monitor their business. (10 marks)
- ✓ 6. (a) Examine the social-cultural and political factors hindering entrepreneurial intentions and attitudes. (10 marks)  
(b) What are the social responsibilities of a business to the community. (10 marks)
- ✓ 7. (a) Account for the popularity of direct taxes over indirect taxes. (12 marks)  
(b) What measures are being taken to increase the level of tax compliance in your country. (08 marks)

END



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ENTREPRENEURSHIP

EDUCATION

Paper 2

July/Aug 2024

3hours



## **KAMSSA JOINT MOCK EXAMINATIONS**

**Uganda Advanced Certificate of Education**

**ENTREPRENEURSHIP EDUCATION**

**Paper 2**

**3hours**

### **INSTRUCTIONS TO CANDIDATES**

- Answer four questions only
- All questions carry equal marks
- Credit will be given for use of relevant diagrams and illustrations
- Any additional question (s) answered will not be marked.

✓✓ 1. You are dealing in production and distribution of animal and poultry feeds whose market is rapidly expanding. *bicyl* *batter*

- a) Provide instructions for your employees to be followed during the distribution of the products. (06 marks)
- b) Draw a distribution plan for the business products. (06 marks)
- c) Present a work form for an order of the products worth shs.10,000,000. (07 marks)
- d) Design a brand label for your products. (06 marks)

✓✓ 2. You have just bought off a declining carpentry workshop in your home town. You are looking forward to restructure and transform it into a modern one. *1,585,000*

- a) Re-draft the policies to be maintained in order to produce the best quality products. (07 marks)
- b) Prepare a one-day training training programme for the employees. *Distri* (08marks)
- c) Formulate policy guidelines to handle difficult customers. *cost, ib* (06 marks)
- d) Design a flyer that will be used to advertise the products. (04 marks)

3. The following information relates to books of Jewa bakery for second quarter of the financial year that starts on 1<sup>st</sup> April 2023. *10 109*

- i. The business had a cash surplus at hand of shillings 1,800,000 and cash deficit at the Bank of 800,000 by the last month of the previous quarter of the year 2023.
- ii. Weekly cash sales were projected at shillings 200,000.
- iii. The bakery projected credit sales to be 50% of monthly total cash sales. Payments were to be made in the following month.
- iv. Weekly credit purchases were *projected* be shs. 100,000 but payment was to be made in a single sum in the last month.
- v. The Business was to acquire a loan from Emyoga amounting to shs. 1,000,000 in the last month of the quarter.
- vi. The business expects to make monthly donation of Bread to a nearby orphanage home amounting to shillings 50,000.
- vii. Monthly insurance premium payments of shillings 100,000 was to be paid to SWICO.
- viii. Weekly cash purchases of raw materials were projected at shillings 150,000.
- ix. The business expects to purchase a motorcycle to support in delivery of business products at shillings 3,000,000.
- x. Payment of interest of 5% was to start in the month following acquisition of the loan.

#### Required;

- a) Prepare a cashflow plan for the business.
  - b) Basing on the net cash position obtained from the cash flow plan, Advise the entrepreneur on how to manage the situation. (20 marks)
- (05 marks)



- ✓✓
4. You have mobilized your fellow youths in the community to operate a social enterprise dealing in the collection and disposal of domestic wastes. (04 marks)
- a). State the vision and mission statements of your project. (04 marks)
- b). Perform a root cause analysis for the increased rate of garbage dumping in the community. (06 marks)
- c). Provide a sustainability plan for achievement of the project mission. *cause* (08 marks)
- d). Draft policy guidelines that you will follow to ensure gender balance of employees in your project. (07 marks)

5. The following information was extracted from the records of an entrepreneur in your community who is tax compliant.

- a) During the year 2022, He earned shillings 12,700,000 in form of salaries and allowances, Shs.16,000,000 from property owned by him, and shillings 14,000,000 from his business. The statutory tax-exempt income was the shillings 25,000,000 of his total earnings for the year. In the course of the year utilities shillings 2,100,000 while Shillings 500,000 was spent on replacing broken glass windows.

**Required to determine for him;**

- (i) Gross income for the year *projected* (03 marks)
- (ii) Taxable income (03 marks)
- (iii) Tax payable given the tax rates below. (04 marks)

Exceeding shs. 4,920,000	a) Shs. 300,000 plus 30% of the income by which chargeable income exceeds shs. 4,920,000
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- b). Relatedly, the entrepreneur bought 40 boxes of laundry soap each at shs. 80,000. He later sold each box at a profit of shs. 5000 each to Gizamba. Finally Gizamba sold all the boxes to the final consumer making a profit of shs. 7000 per box.

**Required to;**

- (i) Compute the VAT at each stage using 18% VAT rate given that the values are VAT exclusive. (09 marks)
- (ii) Determine the VAT paid to URA. (03 marks)
- (iii) Advise him on the gross sales value at which the product should be Sold to the final consumer. (03 marks)

6. You have just been employed as a general manager of a big restaurant Amidist challenges of declining market due to the gross indiscipline of the employees.

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- ✓ a) Formulate the code of conduct to manage the discipline of employees. (07 marks)
- b) Prepare an administrative plan for the restaurant. (08 marks)
- c) Design an appraisal form to be used during the evaluation of the performance of the employees. (05 marks)
- d) Write a termination letter to the senior chef due to misconduct. (05 marks)

END



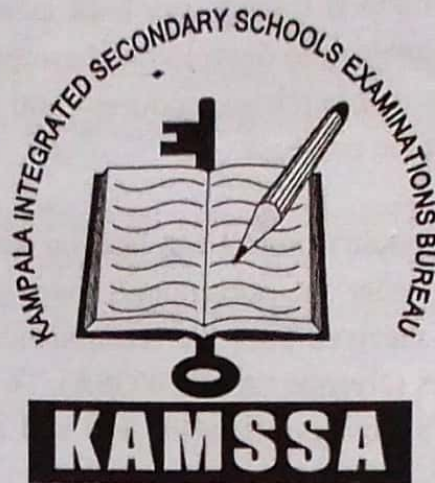
P230/3

ENTREPRENEURSHIP  
EDUCATION

Paper 3

July/Aug 2024

3hours



## **KAMSSA JOINT MOCK EXAMINATIONS**

**Uganda Advanced Certificate of Education**

**ENTREPRENEURSHIP EDUCATION**

**Paper 3**

**3hours**

### **Instructions to Candidates:**

#### **INSTRUCTIONS:**

*This paper consists of three sections A, B and C.*

*Answer four questions.*

*Section A is compulsory.*

*Answer any three questions from section B and C.*

*Credit will be given for use of relevant diagrams and illustrations.*

*Any additional question(s) answered will not be marked.*



## SECTION A: CASE STUDY

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

It did not take long for the community members and Nyendo 'A' <sup>fincan</sup> PEWOSA group members see their fellow developing into a successful poultry farmer. They attribute Mr. Alinyikira's success to his passion and echoed vision of being the leading producer and distributor of poultry products in greater Masaka district.

His journey of entrepreneurship is tracing way back as a senior three teenager when he closely associated with his uncle who deals in purchasing and selling of produce. He was always deployed to identify and purchase produces from farmers during school holidays for a commission of 10% of the purchase.

His dream of establishing a poultry project was later on realized in 2010 when he received a donation of 100 chicks under the sub-county Poverty Alleviation Programme. This donation was successfully received after the recommendation of his fellow Saving and Credit Association members (Nyendo "A" PEWOSA). To facilitate this project, he had to withdraw his end of year's savings of shs400,000 and a loan of shs450,000 from the association.

Fortunately, the project was timely assumed since it was his senior four December vacation. The season allowed him to do each bit of poultry housework. Though, he almost spent '24-7' looking after the newly introduced birds for the first two weeks, this did not save 20 chicks from dying due to his ill-experience. The pain he felt as some died in his own hands compelled this upcoming entrepreneur to attend a poultry farmers' workshop that was organized by NARO. The workshop enabled him to improve on his poultry keeping skills, learn the benefits of preparing a business plan, and registering a business name with the government which he discovered that it takes one less than an hour to complete the process.

Since then, Mr. Alinyikira has been continuously expanding his project. He is currently with 20,000 layers on 5 hectares of land of which 4 hectares are for growing of maize for poultry feeds. Other than, the poultry project, he has also managed to construct rental houses in the nearby trading centre from which he earns annual rental income of shs4,300,000. Unfortunately, the thirsty for wealth has comprised him to dodge paying rental income tax.

### Questions:

- Identify the characteristics that portray Mr. Alinyikira as an enterprising person. (03 marks)
- Explain the economic factors that influenced Mr. Alinyikira to engage in Poultry farming. (04 marks)



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90  
92  
b 000
- c) Describe the elements of executive summary Mr. Alinyikira would use in the preparation of a business plan. (05 marks)
- d) i) Given the rental income tax rate of 12% and threshold of shs2,820,000, compute his annual rental income tax payable. (05 marks)
- ii) Advise Mr. Alinyikira on the likely dangers of failing to meet his tax obligations. (04 marks)
- e) What lessons may one learn from Mr. Alinyikira? (04 marks)

possible

### SECTION B: SCHOOL BUSINESS CLUB

Answer at least one question from this section

- ✓ 2. With reference to the School Business project operated by your Entrepreneurship club:
- a) Describe the profile of your project. (04 marks)
- b) Describe the guidelines you followed during brain storming to generate business ideas. (04 marks)
- c) (i) Identify the challenges you faced while raising the startup capital for your enterprise. (04 marks)
- ii) How did you minimize the challenges mentioned in (c) (i) above. (04 marks)
- d) Prepare a weekly/process working capital budget used by your project. (05 marks)
- e) How did you deal with disciplinary problems in your project. (04 marks)
- ✓ 3. Using your School Entrepreneurship Club business project.
- a) What were the indicators of success in your school business club project? (08 marks)
- b) What were duties and responsibilities of:
- i) club president? (04 marks)
- ii) production manager? rule (03 marks)
- c) How did you minimize operating expenses in your project? (05 marks)
- d) Explain the factors you considered when making choice of communication medium in your project. (05 marks)

### SECTION C: FIELD ATTACHMENT/FIELD TRIP

Answer at least one question from this section

4. For any one business enterprise that you were attached to:
- a) State the achievements of conducting field attachment. (03 marks)
- b) Identify the role played by the owner in the management of the business you were attached to. (05 marks)
- c) Explain the factors that cause change in the business you were attached to. (06 marks)
- 3 12 costarvan

d) How does the business maintain employees' welfare?

(06 marks)

e) Advise the owner on the benefits of investing in bonds.

(05 marks)

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✓ 5. For any field trip you made either as an individual or a group

a) (i) State the nature of the business you visited.

(02 marks)

(ii) Identify the uniqueness of the business visited.

(05 marks)

b) Explain the production process of the business visited. *has*

(08 marks)

c) Basing on the SWOT analysis, state the threats facing the business.

(05 marks)

d) How does the business manage accounts receivable? *separate*

(05 marks)

END