

# SUMMARISED QUESTION APPROACHES AND WITH SAMPLE QUESTIONS TO BE USED IN ENTREPRENEURSHIP P230/1 PAPER ONE

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## 1. DISTINGUISH OR DIFFERENTIATE QUESTIONS

### Approach

Join the sentences using conjunctions like while or whereas put that

### Examples of sample questions

1. Distinguish between "developmental" and "transitional" change. (02 marks)
2. Distinguish between **work place** and **work station**. (02 marks)
3. What is the difference between "innovation" and "creativity"? (02 marks)
4. Distinguish between entrepreneurial motivation and achievement motivation (02 marks)
5. Distinguish between **business enterprises** and **social enterprises**. (02 marks)
6. Distinguish between an action plan and a marketing plan (02 marks)
7. Differentiate between marketing and selling (02marks)

## 2. DEFINITION QUESTIONS

### Approach

- These are section A questions
- Be brief
- Do not explain
- Must be absolute i.e. all the key words must be mentioned/provided.

### Examples of sample questions

- 1 What is meant by business ethics? (01 mark)
- 2 Define the term personal branding. (01 mark)
- 3 What is meant by the entrepreneurial culture? (01 mark)
- 4 What is meant by entrepreneurial motivation? (01 mark)
- 5 Define social entrepreneurship (01 mark)

## 3. QUESTIONS ON PRINCIPLES

/DOCTRINES/ESSENTIALS/TOOLS/COMPONENTS/ELEMENTS/LAWS.

### Approach

Mention a point, put a full stop, then explain.

**State them the way they are e.g. Certainty, Convenience etc. OR**

- When explaining TOOLS = **Define each of them**
- When explaining PRINCIPLES = **Write a statement**
- When explaining DOCTRINES = **Write a statement**
- When explaining CANONS = **Write a statement**

- When explaining ESSENTIALS = *Describe each of them*
- When explaining LAWS = *Define each of them*
- When explaining COMPONENTS = *Define each of them*
- When explaining ELEMENTS = *Define each of them/Give an example*
- When explaining ASPECTS = *Define each of them/Give an example*

Essential/principle	Characteristic
Charity	It should be clear
Completeness	It is complete
Hard working	They are hard working
Persistence	They are persistent

### Examples of sample questions

- 1 Discuss the canons of a good personal brand (10 marks)
- 2 Explain the key elements of personnel management (10 marks)
- 3 Discuss the various elements of a valid contract. (10 marks)
- 4 Explain the tools of **Inventory** and **Stores** management. (8 marks)
- 5 Explain the principles that govern development of a lucrative personal brand. (10marks)
- 6 Examine the principles of good business ethics in a business (10 marks)
- 7 Describe the principles of a good tax system. (10 marks)
- 8 Describe the principles of effective communication (10 marks)
- 9 Describe the principles of effective personal branding. (12 marks)
- 10 State any **three** principles of business ethics. (03marks)
- 11.Mention any **two** principles of insurance
- 12 Explain the doctrines of successful negotiation
- 13 explain the principles of successful negotiation
- 14 Explain the elements of a business plan
- 15 Explain the tools of inventory and stores.
- 16 Explain the elements of a production plan.

### 5. WAY FORWARD QUESTIONS/ SUGESTIVE QUESTIONS. THAT IS TO SAY; WAYS, MEASURES, STRATEGIES, TECHNIQUES, CONTROLS, SOLUTIONS, REMEDIES, HOW, WHY MAY

#### Approach

Begin with By/through or present continuous tense(ing)

- Begin responses using .....ing e.g Providing.....

By ....ing e.g By encouraging.....  
Through ....ing e.g By promoting.....

When explaining, give the *reason* or *advantage*. e.g

- *By motivating workers in order to produce quality products. (reason)*
  - *By motivating workers and this leads to production of quality products (Advantage)*
- Do not speculate; e.g. may, can, will if might.**

### Examples of sample questions

1. What measures are adopted by entrepreneurs to reduce labour turn over? (08marks)
2. Suggest ways of improving on entrepreneurial environment in your country. (10 marks)
3. Suggest policy measures that can be undertaken by SMEs to overcome the challenges they encounter (10 marks)
4. Suggest possible ways of encouraging women to participate in entrepreneurship. (10marks)
5. Suggest ways of encouraging women participate in entrepreneurship in your country. (10marks)
- 6 What are the solutions to women participation in entrepreneurship? (10 marks)
- 7 Suggest the measures to encourage compliance in economy. (10 marks)
- 8 Suggest policy measures that can be undertaken by SMEs to overcome the challenges they encounter (10 marks)
- 9 Suggest possible ways of encouraging women to participate in entrepreneurship. (10marks)
- 10 Suggest ways through which an entrepreneur can minimize costs of production.

### 7. CHRONOLOGICAL QUESTIONS.

#### **STEPS/PROCESS PROCEDURES/ PROCESS /STRATEGIES/CYCLE/ACTIVITIES TO BE FOLLOWED/PROGRAMME.**

Approach (use chronological order and position for each identified by the paragraph it is written

- |                                                                                                                            |
|----------------------------------------------------------------------------------------------------------------------------|
| <ul style="list-style-type: none"> <li>▪ <i>Present points in present continuous tense or actions verb i.e.</i></li> </ul> |
|----------------------------------------------------------------------------------------------------------------------------|

.....ing

.....ion

### Examples of sample questions

- 1 Describe the steps involved in buying shares (10 marks)
- 2 Describe the procedure of purchasing shares on a secondary market (10 marks)
- 3 Describe the process an entrepreneur should follow when investing in shares in a capital market. (10marks)
- 4 Describe the procedure of accessing a loan. (05 marks)
- 5 Describe the steps followed when preparing a business plan. (6 marks)
- 6 Describe the procedures involved in carrying out personal selling (14 marks)
- 7 Discuss the process of creative selling. (08marks)

- 8 What are the steps followed when carrying out market research? (10 marks)
- 9 Explain the procedures for recruiting workers in an enterprise. (10 marks)
- 10 Describe the steps followed when buying an Insurance contract? (10 marks)
- 11 Explain the steps involved in preparing a business plan. (10 marks)
- 12 Describe the procedure for training employees (10marks)
- 13 Describe the procedures for recruiting workers in an enterprise. (10marks)
- 14b).Describe the steps to be followed by an entrepreneur when taking up an insurance policy (8marks)
- 15 Describe the training process for employees. (10 marks)
- 16 Describe the steps followed when buying an Insurance contract? 10 marks
- 17 Describe the procedures followed when recruiting workers.
- 18 Describe the steps followed when inducting new employees.
- 19 Describe the procedure of training workers in an organisations.
- 20 Describe the procedures for conducting job analysis.
- 21 Describe the procedure of investing in Collective Investment Schemes. (10 marks)
- 22 Describe the steps involved in taking out an insurance policy? (08 marks)
- 23 Describe the process of effective creative selling. (10 marks)
- 24 Describe the steps involved in the change process.
- 25 Describe the steps followed in becoming a social entrepreneur.
- 26 Describe the steps followed to materialize a business idea.
- 27 What are the steps involved in bridge the gap approach (visionary approach)

## 8. QUESTIONS ON CIRCUMSTANCES, WHEN MAY, SITUATIONS AND CONDITIONS

**Approach** (begin with: when, If and incase)

Here speculation is allowed

**Begin with: If/where/when.....**

e.g. *Circumstances under which an entrepreneur may sell goods on credit*

- *If goods are about to expire*
- *When the customer the customer is well known to the entrepreneur*
- *In case the entrepreneur gets goods on credit*

### Examples of sample questions

- 1 What instances may lead to an increase in the workers's pay? (10 marks)
- 2 What incidences may lead a worker to be terminated from an enterprise? (10 marks)
- 3 Under what circumstances may an entrepreneur fail to implement a business plan? (10 marks)
- 4 Examine the circumstances under which an entrepreneur may carry out employee performance assessment. (10marks)
- 5 Under what conditions may communication in an enterprise be effective? (08 marks)
- 6 Under what situations may an entrepreneur train his workers? (12 marks)
- 7 Under what circumstance may an entrepreneur pay low salaries any wages to employee (12 marks)

- 8 Under what circumstances may an employee be paid high salaries or wages in an organization. (10 marks)
- 9 Explain the circumstances under which an insurance policy may be terminated.? (10 marks)
- 10 Explain the conditions under which the insurance company may refuse to compensate the insured. (10 marks)
- 11 Under what circumstances may an entrepreneur sell goods on credit (10 marks)
- 12 Under what circumstances may an entrepreneur carryout sales promotion (6 marks)
- 13 Under what circumstances may a contract be discharged? (10 marks)
- 14 Explain the circumstances under which an insurance policy may be terminated? (10 marks)
- 15 Under what circumstances may an entrepreneur carryout sales promotion (6 marks)
- 16 Under what circumstances may an entrepreneur carry out market research?

## 9. QUESTIONS ON FACTORS INFLUENCING/DETERMINING/AFFECTING

### Approach.

- Give a neutral point then put a full stop and give a two sided explanation
  - Do not speculate by giving words like if, incase, where, when ,can, may
  - Avoid vis-à-vis, reverse is true, which is not the case, this does not happen with
- [Each carries 2 marks i.e. stating the point 1mark and explaining 1 mark (especially Neutral factors) but give many to cater for the wrongs].

### Neutral factors:

- *Factors that affect/ affecting*
- *Factors that determine/determining*
- *Factors influencing*
- *Factors that determine the choice*
- *Factors considered*

**State neutral factors with the preposition "of" i.e level of, Nature of, size of.....put a full stop, then explain 2 sides i.e +ve Vs -ve, High Vs low, favorable Vs unfavorable.**

### HOW TO WRITE NEUTRAL POINTS

#### POINT

Government policy  
Raw material  
Capital  
Income

#### STATEMENT OF APOINT

Nature of government policy  
Availability of raw materials  
Size of capital  
Level of income  
Degree of .....

**When explaining conjunctions like; while, whereas, than, compared to, unlike, and yet. to join the comparisons in every paragraph.**

E.g; Entrepreneurship environment:

	<b>Positive factors/side</b>	<b>Neutral factors</b>	<b>Negative factors/side</b>
<b>Factors influencing entrepreneurial environment</b>	<p><i>Factors that promote/ encourage/encouraging....</i></p> <p><i>(continue explaining in the positive side)</i></p>	<p><i>(Factors affecting /influencing/that affect/considered... etc)</i></p> <p><i>- State a neutral point THEN</i></p> <p><i>- Explain two sides +ve(s), -ve(s), High Vs low</i></p>	<p><i>(Factors that hinder/hindering/limit/ Limiting/discouraging...)</i></p> <p><i>(continue explaining the negative side).</i></p>
<b>Political factors</b>	Favorable political climate	Political climate	Unfavorable political climate
	Favorable government policy	Gov't policy regards entrepreneurship	Unfavorable gov't policy.
	High government expenditure	Gov't expenditure	Low government expenditure
	Strong and protective laws	Legal environment	Existence of weak laws
<b>Economic factors</b>	Low costs of business	Cost of business	High cost of business
	A big population size	Size of the market or population size	A small population size
	Well-developed infrastructure	Level of infrastructural development	Under developed infrastructure
	Favourable business laws	Legal requirements	Presence of unfavourable business laws
	Stable prices	Inflation or price levels.	Persistent increase in general price levels
<b>Social factors</b>	Favorable nature of religions	Nature of religions	Unfavorable nature of religions
<b>Demographic Factors</b>	Big size of /High population etc.	Size of population	Small size of /Low population
	People with high incomes	Income levels	People with lower incomes
<b>Global factors</b>	Free /open markets	Market openness	Restricted markets

	Increase in trade	Global trade.	limited international
	A liberal export policy	Export policy	A restricted export policy.
	A conducive import policy	Import policy.	Unfavourable import policies
	Favourable global policy	Government global policy	A non liberalised economy

*e.g. (Nature of) Political climate. A favourable political climate characterized by no riots, no wars among others, promotes/encourages entrepreneurial development than an unfavourable political climate which discourages/limits entrepreneurial development*

**To explain;**

<b>Nature of ;</b>	use;	Favorable nature of..... <b>and/while</b> unfavourable nature of.....
<b>Size of ;</b>	Use;	Small size..... <b>compared to/than</b> large size.....
<b>Degree of ;</b>	Use;	High degree of..... <b>and/yet a</b> low degree.....leads to.....
<b>Availability of</b>	Use;	Presence of ..... <b>On the other hand</b> absence of .....
<b>Level of</b>	Use;	High level of ..... <b>and</b> low level of.....

*Explain positive Vs negative without using speculative words.*

### **Examples of sample questions**

- 1 Explain the demographic factors influencing entrepreneurial attitudes and intensions (12 marks)
- 2 Explain the factors that should be considered when choosing production machinery in an enterprise (8marks)
- 3 Explain the factor considered when evaluating business competition (08 marks)
- 4 Explain the factors that influence quality standards of products in an enterprise (14marks)
- 5 Explain the factors that influence the tax compliance.
- 6 Explain the political factors that influence entrepreneurial attitude and opportunities. (12 marks)
- 7 Examine the factors influencing target market population. (10 marks)
- 8 Explain the economic factors that influence entrepreneurial attitudes and opportunity identification.
- 9 Explain the social-cultural factors affecting entrepreneurship attitudes and opportunities.
- 10 Discuss the political factors that determine entrepreneurial intensions and opportunities identification.
11. Examine the factors that affect the production decisions of an entrepreneur

- (14 marks)
12. Assess the influence of the global environmental factors on the entrepreneurs' business decisions (12 marks)
13. Examine the demographic factors that influence entrepreneurs' business opportunities in Uganda (10 marks)
14. Assess the factors that influence the choice of technology used by entrepreneurs in the production process (14 marks)

### 10 QUESTIONS ON FACTORS THAT HINDER/CHALLENGES/LIMITATIONS /BLOCKS/BARRIERS/CONSTRAINTS/OBSTACLES

#### Approach.

- You **MUST** use: Inadequate, limited, insufficient, underdeveloped, unfavourable or high competition
- Never use lack of/poor/bad/problem
- Never use two negative statements like challenge of limited capital.
- State biased points on the negative side.

(give one sided answer and explain according to question/ or one sided explanation)

Begin points with:     **Unfavorable**.....

**Limited** .....

**High**.....

**Insufficient**.....

**Inadequate**.....

**Improper, shortage, challenge of**

Then continue explaining negatively.

Don't use; " poor", " lack of",

**"Challenge of" is also not advised since some students follow it with another negative word e.g " challenge of unfavourable" is wrong.**

e.g Challenge of capital ✓

Challenge of limited capital X

#### Examples of questions

- 1 Explain the factors that limit effective implementation of a business plan (10 marks)
- 2 Explain the factors that limit effective implementation of a business plan (10 marks)
- 3 Examine the challenges associated with family business. (10marks)
- 4 What are some of the challenges faced during the implementation of a business plan? (06 marks)
- 5 Explain the limitations to effective tax administration. (08 marks)
- 6 What limits people from being creative? (10 marks)
- 7 Examine the barriers to creativity in business (10 marks)
- 8 Give two challenges encountered during negotiation process. (2 marks)



- 9 Explain the Global environment factors that limit entrepreneurship development in your country. (10marks)
- 10 Explain the challenges facing insurance industry in Uganda. (10 marks)
- 11 What is the disadvantage/Limitation of performance appraisal.
- 12 Explain the challenges faced by tax administration in Uganda.
- 13 What are the challenges faced by small and medium enterprises in your country? (10 marks)
14. Explain the factors that limit the success of small and medium enterprises in Uganda. (10 marks)
15. What are the problems that may hinder successful implementation of business plans in Uganda.
16. Give the challenges faced by entrepreneurs when implementing business plans.

## 11 QUESTIONS ON FACTORS THAT FAVOUR/FOSTER/ENCOURAGE/PROMOTE

### Approach

- Give positive factors while beginning the point with:
- **Presence of**.....
- **Sufficient**.....
- **Low**.....
- **High**.....

### Examples of sample questions

1. The entrepreneurial environment can operate better when the political environment factors are boosted. Explain the political factors that foster entrepreneurial decisions and intentions (10 marks)
2. Account for the popularity of small and medium enterprises in your country. (12marks)
3. Examine the factors favouring the growth and development of entrepreneurship.

## 12 RESPONSIBILITIES/ CONTRIBUTIONS/ ROLE/ROLES/ DUTIES AND RESPONSIBILITIES/TASKS.

### Approach

Use an action verb with words ending with **tion**, **Sion**, **ment** or use present continuous tense(ing) like providing, creating, improving

Use; .....ing  
 .....ion

- For development of roles, give only positive roles e.g role of URA.....
- Other roles give both positive and negative e.g role of taxation.....

Note:

## HOW TO DERIVE POINTS FOR A QUESTION FROM OTHER POINTS.

Taxation

Role (.....ing, ...ion)	Reason (To.....)	Advantage/importance (It/They /eg Taxation.
Generating government revenue	To generate government revenue	It helps to generate government revenue.

#### Introduction to entrepreneurship

<b>The role of entrepreneurship in economic development</b>	<b>The need for entrepreneurship in economic development</b>	<b>Importance of entrepreneurship in economic development</b>
Providing employment opportunities	To provide employment opportunities	Provides employment opportunities
Encouraging utilisation of the available resources	To encourage the utilisation of the available resources and skills	Encourages the utilisation of the available resources
Promoting development of labour skills	To promote the development of labour skills	Encourages the development of labour skills

**NB: Same point (Government revenue) but different statements of the point (Generating) (To generate) (It generates)**

*When not sure of what they need e.g. reasons or importance in a question give both e.g. 10 reasons, then 10 importances.*

E.g To..... (10+ of them)  
It..... (10+ of them)

#### Examples of sample questions

- 1 What are the roles of URA in the taxation system of Uganda?
- 2 What is the role of communication in business? (10 marks)
- 3 Examine the role of social entrepreneurship in economic development of Uganda (12 marks)
- 4 Examine the role of competition in the business (12 marks)
- 5 Explain the responsibilities of an insurance company to the business community in Uganda. (10 marks)
- 6 Explain the responsibilities of an insurance company to the business community in Uganda. (10 marks)
- 7 What is the role of small and medium enterprises in promoting development? (10marks)
- 8 Examine the role of taxation in development of your country. (10 marks)

**13. REASONS FOR /RATIONAL/PURPOSES/FUNCTIONS/AIMS/OBJECTIVES/ NEED FOR/WHY...../JUSTIFY THE NEED FOR/ACCOUNT FOR THE NEED:**

**Approach:**

**Begin with To/In order to/Need for/"ing"**

**Examples of sample questions**

1. Why is it important to train workers in a small enterprise? (08 marks)
2. Justify the need for promoting effective communication in an enterprise. (10 marks)
3. Outline any three objectives of developing entrepreneurial culture. (03 marks)
4. Explain the reasons why entrepreneurs need to generate business ideas. (14 marks)
5. Explain the need for generating business ideas. (12 marks)
6. Justify the need for family engagement in business activities (8marks)
7. Why is it necessary for an entrepreneur to prepare a business plan. (10marks)
8. Why is it necessary to prepare a production plan before starting a business? (10 marks)
9. What is the rationale for inventory control in business. (10 marks)
10. Examine the rationale for preparing a business plan
11. Examine the need for generating a business idea
12. Why is there need to ensure proper inventory management?
13. Give three reasons why business ethics should be practiced by entrepreneurs (3marks)
14. Why is it necessary for entrepreneurs to establish ICS in their businesses? (12 marks)
18. Explain the reasons/objectives / rationale of man power planning.
19. Why is there need for carrying out a feasibility study
20. Explain the purpose of developing a mission statement for a business.

**14. IMPORTANCE QUESTIONS: (Are only positive)**

- **Importance/Uses/Significance/Advantages/Merits/Rewards**
- **Arguments for/Benefits**
- **Positive effects/impacts/ implication/consequences.**

**Approach**

❖ These are presented in simple present tense not **PAST TENSE** e.g. **It leads to, .... They promote.....etc.**

**Take into account;**

Singular; **It**.....

Plural; **They**.....

❖ Use positive statements only e.g. **Increase(s), Promote(s)**

❖ No speculation

**Continue explaining in advantageous form e.g**

It leads to creation of employment opportunities which increases people's income hence improving their standards of living.

#### **Examples of sample questions**

1. What is the importance of developing personal branding? (08 marks)
2. Explain the importance of effective negotiation in an enterprise (12marks)
3. Explain the importance of preparing a business plan (10 marks)
4. What are the benefits of good business ethics in a business? (12 marks)
5. What is the purpose of performance appraisal in an enterprise? (12 marks)
6. Of what importance is branding to an entrepreneur operating a small business? (10 marks)
7. Explain the importance of business laws in your country (10marks)
8. What are the benefits of taking up an insurance policy? (5 marks)
9. Explain the importance of Insurance. (14marks)
10. Describe the benefits of training workers in an enterprise (10 marks)
11. Explain the importance of a marketing plan to an entrepreneur (10 marks)

### **15. EFFECTS, IMPACTS, IMPLICATIONS, CONSEQUENCES, RESULTS**

#### **Approach**

- You **MUST** give answers in present simple tense ("S") for example helps, leads, creates, results, provides.
- Give both positive and negative effects separately. Avoid past tense
- Never speculate by using words like can, might, may, likely, if, incase.
- Write full sentences.

Note. If a positive or negative word comes before or after the word effects or consequences, give only negatives or positives. For example effects of poor time management.

#### **Examples of sample questions**

1. Assess the impact of competition on a business.
2. Examine the effects of women participation in the business sector.
3. What are the negative effects of change on business?
4. Explain the negative effects of a degraded environment.
5. List three negative effects of business competition to an entrepreneur (03 marks)

### **16. QUESTIONS ON ILLUSTRATIONS**

#### **Approach**

You **MUST**

- Define the concept, illustrate and explain different components

#### **Examples of sample questions**

1. Illustrate the entrepreneurial framework.
2. With Illustrations, describe the first four stages of the product life cycle (14 marks)
3. Illustrate the communication process.

## **17. WAYS/SUGGEST WAYS/IN WHAT WAYS/ HOW CAN/ POSSIBLE MEASURES/FOSTERING/ ENHANCING**

### **Approach**

You **MUST** use: Through or by or present continuous tense "ing"

Note: Steps being taken use "ing"

### **Examples of sample questions**

1. Suggest ways of reducing the challenges faced by small and medium enterprises.
2. Suggest possible ways of reducing the effects of unsustainable use of resources by businesses on natural environment.
3. What are the possible solutions to challenges faced during negotiation?

## **18. QUESTIONS ON SOURCES**

### **Approach**

Give the point, put a full stop, then explain

### **Examples of sample questions**

1. Describe the sources of business ideas for an entrepreneur (08 marks)
2. Explain the sources of recruitment.

## **19. QUESTIONS ON AFFECTS**

### **Approach**

You **MUST** use through/by/"ing"

For example by pollution.

### **Examples of sample questions**

1. In what ways does business affect the natural environment?
2. How does unsustainable use of resources affect?
3. Examine the factors that affect women participation in entrepreneurial activities in Uganda (12 marks)

## **20 QUESTIONS ON COMPARED TO/PREFERRED TO/ ADVANTAGES OF.....OVER.....**

### **Approach**

You **MUST** use as compared to or unlike

Note

Do not use while or whereas or but

Do not use vis-as-vis, the reverse is true, which is not the case.

### **Examples of sample questions**

1. Why are indirect taxes preferred to direct taxes?
2. Examine the advantages of direct taxes over indirect taxes
3. Why is self employment preferred to paid employment.
4. Explain the advantages of self-employment over paid employment. (10 marks)

## **21. QUESTIONS WITH VARIATIONS/DIFFERENCES/ MORE THAN**

### **Approach**

You **MUST**;

Begin every point with differences in or variations in.....

State a neutral point and give a two sided explanation.

### **Examples of sample questions**

1. Why are some individuals paid more than others.
2. Examine the causes of wage differences or differences in wages.
3. Examine the causes of variations in prices.

## **22.QUESTIONS ON FACTORS THAT LEAD TO INCREASE /IMPROVEMENT IN/DECREASE IN....**

### **Approach**

Begin every point with....

Increase in.....

Improvement in.....

Decrease in.....

Decline in.....

*But avoid high or low*

### **Examples of sample questions**

Examine the causes of variations in prices

## **23. QUESTIONS ON WHAT MEASURES CAN BE TAKEN, WHAT MEASURES SHOULD BE TAKEN, WHAT MEASURES ARE BEING TAKEN, WHAT CAN THE GOVERNMENT DO, WHAT SHOULD THE GOVERNMENT DO, WHAT HAS BEEN DONE**

### **Approach**

(Begin with by/through or (ing) present continuous tense. Avoid talking of your government when giving your answers

### **Examples of sample questions**

- 1.Suggest ways of reducing negative consequences of business operations on the natural environment (12marks)
- 2.Suggest measures that should be taken by entrepreneurs to control the cash flow in their businesses (12 marks)
- 3.Suggest measures that should be taken by entrepreneurs to minimise the challenges faced by entrepreneurs who sell goods on credit (08 marks)
- 4.What measures can be taken by business entrepreneurs to ensure quality production.
- 5.What solutions are being taken to minimise labour turn over.
- 6 What is the government doing to encourage self-employment? (08 marks)
- 7.What should be done to reduce the unemployment problem in your country? (10 marks)

8. What measures are being taken to promote small and medium enterprises in your country? (08 marks)
9. How can government promote small and medium enterprises? (10 marks)
10. Suggest measures that can be taken to ensure proper handling and safety of machines in an enterprise.
11. Suggest measures that should be taken to reduce unemployment
12. What measures are being taken by the government of Uganda to develop entrepreneurship? (10 marks)
13. Suggest measures that should be taken to promote gender balance in entrepreneurial activities in Uganda (08 marks)
14. Suggest strategies that an entrepreneur can employ to improve an entrepreneurial environment. (10 marks)
15. How can government promote small and medium enterprises? (10 marks)
16. Suggest Measures that can be undertaken to ensure successful implementation of a business plan.

## 24. QUESTIONS ON COSTS/DISADVANTAGES/DEMERITS/ARGUMENTS AGAINST/IRRELEVANCE.

### Approach

- ❖ Use simple present tense.
- ❖ Use negative statements only

- Consider whether **singular** (It.....) or **plural** (They.....)
- **Continue explaining in the negative side;**

e.g: *They discourage*.....  
*It discourages*.....  
*It pollutes*.....  
*They limit*.....

### Examples of sample questions

1. What are the costs of stiff competition to an enterprise ? (10 marks)
  2. Give two costs of maintaining high inventory levels in business (02 marks)
  - 3 Highlight the ways and costs of wasting time in business (10 marks)
  4. Give the costs of labour turnover to the business
- What are the costs and disadvantages of credit selling?

## 25 TWO IN ONE QUESTIONS/ QUESTIONS WITH 'AND' IN THE MIDDLE OF TWO CONCEPTS

- *Effects, Consequences, Impacts, Implications, Advantages and disadvantages, contributions, outcomes*

### Approach

- *Are two sided questions i.e Positive side and Negative side.*
- *Answers are given separately; e.g.*

The following are the positive effects /advantages of.....

**(THEN LATER);**

The following are the negative effects/disadvantages of.....

**NB: Such question should never be left out. "Use simple present tense"**

**When presenting/giving responses. E.g. It/They Leads/Lead, promotes/promote**

**Examples of sample questions**

1. Examine the merits and demerits of performance appraisal in organisation (12 marks)
2. Explain the merits and demerits of investing in shares to an entrepreneur. (10 marks)
3. Explain the benefits and challenges of paid employment (10 marks)
4. Explain the benefits and costs associated with staff training (12 marks)
5. What is the implication of globalization to your country? (10 marks)
6. Explain the merits and demerits of investing in shares to an entrepreneur. (10marks)
7. What are the advantages and disadvantages of investing in shares (10 marks)
- 8 Assess the impact of Globalization on Entrepreneurial activities in Uganda. (12marks)
- 9 What are the advantages and disadvantages of small and medium enterprises. (10 marks)
- 10 Explain the benefits and costs associated with staff training (12 marks)
- 11 Explain the benefits and costs associated with business competition (12 marks)
- 12.Explain the challenges and benefits of being an entrepreneur.
- 13.Explain the merits and demerits of achievement motivation.
- 14.Explain the different types of direct and indirect taxes

**END**