

**P230/3**  
**ENTREPRENEURSHIP**  
**EDUCATION**  
**Paper 3**  
**Nov./Dec. 2024**  
**3 hours**



**UGANDA NATIONAL EXAMINATIONS BOARD**

**Uganda Advanced Certificate of Education**

**ENTREPRENEURSHIP EDUCATION**

**Paper 3**

**3 hours**

**INSTRUCTIONS TO CANDIDATES:**

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

*Section **A** is **compulsory**.*

*Answer any **three** questions from Section **B** and **C**, choosing at least **one** question from each Section.*

*Answer **four** questions in all.*

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

*Any additional question answered will **not** be marked.*

*Begin answering each question on a fresh page.*

## SECTION A: CASE STUDY

Answer **all** parts of this question.

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

Tunde runs a 30 million Uganda shilling bee-keeping business. The business is established on a 10-acre piece of land with a permanent building fitted with modern processing and packaging machinery. It produces other related by-products. The business is located in an isolated bushy environment.

Tunde has been able to successfully manage his bee-keeping business by attending several workshops and through networking with entrepreneurs in similar businesses. This has helped him to keep proper business records, understand and satisfy the needs of his customers.

The business employs 20 youths from the immediate community. It offers training in bee-keeping skills to the people within the community. It has also constructed a school and drilled two bore holes for the community.

- (a) How has Tunde been able to successfully operate his bee-keeping business? (04 marks)
- (b) Describe the type of records that should be kept by Tunde's business. (08 marks)
- (c) Advise Tunde on the measures that should be taken to minimise risks in the business. (08 marks)
- (d) Which other strategies can Tunde use to increase the profitability of the business? (05 marks)

## SECTION B: BUSINESS CLUB

Answer at least **one** question from this section.

2. With reference to the business project you carried out in your school club;

- (a) describe the business. (04 marks)
- (b) explain the considerations that were made when selecting the business opportunity. (08 marks)
- (c) explain the factors you considered when pricing the products. (08 marks)
- (d) what business ethics were observed by the business towards the customers? (05 marks)

3. In relation to any small-scale production project carried out in your school entrepreneurship club;
- (a) give the general description of the business project. (04 marks)
  - (b) state the sources that were used to raise capital for the business. (04 marks)
  - (c) explain the factors that were considered when purchasing raw materials for the business. (10 marks)
  - (d) describe the entrepreneurial skills you acquired from the business. (07 marks)

**SECTION C: FIELD ATTACHMENT/FIELD TRIP**

*Answer at least one question from this section.*

4. For any business that you were attached to as an individual or a group;
- (a) describe the business. (04 marks)
  - (b) explain the factors that should have been considered by the Production Manager when selecting appropriate technology for the business. (08 marks)
  - (c) other than good relations with competitors, suggest ways in which the business can maintain its competitive position. (08 marks)
  - (d) advise the business owner on ways of relating well with competitors of the business. (05 marks)
5. For any business that you were attached to as an individual or group;
- (a) describe the nature of the business. (04 marks)
  - (b) suggest strategies that the business should use to promote entrepreneurship skills among its workers. (06 marks)
  - (c) explain the methods the business can use to minimise time wastage. (08 marks)
  - (d) advise the entrepreneur on measures that should be put in place to ensure safety of the work place. (07 marks)