

REVISION QUESTIONS
ENTREPRENEURSHIP EDUCATION PAPER 1
P230/1
TERM 1 BREAK 2020

1. (a) Describe the various internal control systems (ICS) used by entrepreneurs in the inventory management of their businesses
(b) Why is it necessary for entrepreneurs to establish ICS in their businesses?
2. (a) Explain the various strategies used by entrepreneurs to maintain consumer acceptance and loyalty in Uganda
(b) Assess the impact of completion in entrepreneurship
3. (a) Describe the characteristics of successful social entrepreneurs in your community
(b) Explain the responsibilities of social entrepreneurs to the community
4. (a) What are the functions of capital market authority in Uganda
(b) Explain the benefits of collective investment schemes to entrepreneurs
5. (a) Why is it necessary to motivate employees?
(b) Explain the various ways of motivating employees in an enterprise
6. (a) Describe a communication process
(b) Explain the principles of effective communication
7. (a) Describe the components of an entrepreneur environment
(b) Examine the economic factors that influence the entrepreneurial attitudes and opportunities
8. (a) Describe the contribution of small and medium enterprises in the development your country
(b) What challenges are faced by small and medium enterprises in Uganda?
9. (a) Explain the role of insurance industry in the development of the economy
(b) What are the challenges faced by the insurance businesses

10. (a) Explain the role of entrepreneurship in the economic development of Uganda
- (b) What measures are being taken by the government of Uganda to develop entrepreneurship?
11. (a) Explain the rationale of preparing a business plan.
- (b) What factors may hinder the successful implementation of a business plan for an enterprise
12. (a) Describe the different levels of tax compliance in Uganda
- (b) Explain the factors that influence tax compliance in Uganda.



Try out the above questions without referring to your book

A'LEVEL ENTREPRENEURSHIP PAPER 1
REVISION QUESTIONS BASED ON SYLLABUS
P230/1

1. (a) Explain the factors considered when selecting a career?
(b) What are the benefits and disadvantages of self-employment?
(c) Why is self-employment preferred to paid employment?
2. (a) What are the characteristics of successful entrepreneurs?
(b) Explain the benefits and disadvantages of being an entrepreneur. ?
3. (a) Define the term entrepreneurial motivation?
(b) Explain the classical concepts of entrepreneurial motivation?
(c) Explain the factors which hinder entrepreneurial motivation in your country
(d) What are the ways taken to foster / promote entrepreneurial motivation in Uganda?
4. (a) Describe the steps involved in the creative process.
(b) Explain the characteristics of creative people.
5. (a) What are the obstacles to creative thinking in business
(b) Suggest the techniques of developing one's creative ability.
6. (a) Explain the steps of analyzing a risk situation.
(b) Distinguish between a risk and delegation.
(c) Give the advantages and disadvantages of delegation of authority.
(d) Explain the factors considered when assessing business risks
7. (a) Describe the various types of innovation in business.
(b) Explain the sources of innovation in business.
8. (a) Examine the characteristics of innovative people.
(b) Suggest ways of promoting innovation in business.
(c) What are the advantages of effective innovation.

- 9 (a) Explain the various types of change
- (b) Explain the factors that bring about change in business?
- (c) What are the benefits of change to an enterprise?
10. (a) Give reasons why people resist change in an enterprise.
- (b) Suggest ways of promoting change in business.
11. (a) Why is there need for change in business?
- (b) What are the effects of change to an enterprise?
12. (a) Distinguish between communication and effective communication
- (b) Explain the essentials/features of effective communication
- (c) Describe the various forms of effective communication in business
- 13 (a) Explain the factors considered when choosing a method of communication
- (b) Discuss the barriers of effective communication in an enterprise
- (c) Under what circumstance may effective communication be ineffective?
14. (a) Why is there need for effective communication?
- (b) Of what importance is effective communication in an enterprise?
- 15 (a) Describe the process involved in communication.
- (b) Explain the various components of communication process
- 16 (a) what is the significance of developing listening skills in a business
- (b) How can one develop good listening skills?
- (c) Give the ways of handling difficult customers in an enterprise
- 17 (a) Describe the steps involved in effective negotiation process.
- (b) Explain the characteristics of a good negotiator.
- 18.(a) Explain the tactics for effective negotiation with
- i. Customers.
- ii. Employees.
- (b) Discuss the principles of negotiation

19 (a) Examine the challenges to effective negotiation/Factors that limit effective negotiation process

(b) Suggest ways of overcoming the challenges in negotiation.

20. (a) Explain the principals of good business ethics ?

(b) Explain the benefits of good business ethics in a business.

(c) Give reason why businesses should practice good business ethics.

21. (a) Explain the various parties to business ethics.

(b) Explain the business ethics to be observed by business towards

- i. Customers
- ii. Employees
- iii. Society
- iv. Government

22. (a) Discuss the principals of creating effective and lucrative personal brand.

(b). Explain the importance of developing a personal brand.

(c) Discuss the reasons of developing personal brand.

23 (a) Why is it necessary to generate business ideas.

(b) Explain the importance generating business idea.

(c). Explain the various sources of business ideas to an enterprise

24. (a) Explain the process of researching a business idea.

(b) Explain the factors considered when evaluating a business idea

(c) Discuss the factors considered when assessing business risks in an enterprise.

25. (a) Explain the various ways of generating business ideas.

(b) Explain the process involved in turning a business idea into opportunity.

26.(a) Explain the indicators of good/viable business opportunity.

(b). What are the qualities/characteristics of attractive business opportunities

25 (a) Why is it necessary for an entrepreneur to conduct a financial feasibility study after identifying a business opportunity?

- (b). Describe the process of determining of profitability of a potential business.
 - (c). Examine the factors that determine the level of profit of a potential business.
- 26 (a) Examine the role of small and medium enterprises in a development
- (b). what are the advantages and disadvantages of small and medium enterprise?
- 27.(a) Give reasons for the high rate of failure of SMEs in Uganda(challenges)
- (b) Suggest ways of overcoming the challenges faced by small and medium enterprise
 - (c). Why are formal businesses preferred to informal businesses
- 28 (a) Explain the steps involved in taking out an insurance policy.
- (b). what are the benefits of insurance to a business
- 29.(a) State the two types of insurance and their examples policies
- (b). Explain the principles/Doctrines of insurance.
30. (a) Explain the role played by insurance companies to the business.
- (b). Examine the challenges faced by the insurance Industry in Uganda
31. (a)Explain the factors that necessitate good relationship between family and business
- (b) What is the role of family savings in establishing small and medium enterprises
- 32 (a) Explain the challenges faced by the family businesses.
- (b) Suggest ways of overcoming the challenges associated with family businesses.
33. (a) Define the term gender partnership as used in entrepreneurship
- (b) Explain the various ways used to promote gender partnership.
 - (c) Explain the barriers to women participation in entrepreneurship.
 - (d) Suggest ways of promoting women participation in entrepreneurship in your country.
- 34 (a) Explain the characteristics of the entrepreneurial environment
- (b) Examine the economic factors that influence entrepreneurial attitudes and opportunities.
- 35 (a). Examine the,
- i. social cultural and
 - ii. Political factors that influence entrepreneurial attitudes an opportunities.

(b). Explain the,

- i. global and
- ii. Demographic factors that influence entrepreneurial environment

36. a). Examine the,

- i. social cultural and
- ii. Political factors that discourage entrepreneurship development

(b). Explain the,

- i. global and
- ii. Demographic factors that encourage entrepreneurial development

37(a) what are the salient features of social entrepreneurship?

(b). Explain the objectives of social entrepreneurship.

38 (a) Explain the characteristics of social enterprises

(b) Examine the importance of social entrepreneurship in development.

39 (a). What are the characteristics of social enterprises?

(b) Explain the various social entrepreneurship opportunities that can be available to an individual.

40(a) Explain the environmental threats caused by unsustainable use of resources.

(b) How can the environmental threats caused by unsustainable use of resources be minimized

41 (a) Describe the components of a business plan.

(b) Explain the steps involved in preparing a business plan.

(c) Explain the various tools used by entrepreneurs in monitoring and supervision of business

42 (a) Explain the importance of business planning in an enterprise,

(b) Examine the production needs which are considered when developing a production plan for an enterprise

(c) Give the importance of a marketing plan to the business.

43(a) Explain the rationale of preparing a business plan.

(b). what factors may hinder the successful implementation of a business plan for an enterprise (challenges faced in implementation of business plans)

- (c) Explain the elements of an Executive summary.
- 44(a) Distinguish between marketing plan and a production plan.
- (b) Examine the factors considered when preparing a marketing plan.
 - (C) Explain the elements of organizational plan.
- 45 (a) Explain the factors considered when selecting machines to be used in an enterprise.
- (b) Describe the activities/steps involved in ordering for and receiving business supplies.
 - (c) Describe the documents involved in ordering for and receiving business supplies.
- 46 (a) Explain the factors considered when making choices of suppliers of raw materials required.
- (b) Why is it necessary to ensure proper inventory management in an enterprise?
 - (c) Describe the tools used in the management of inventory and stores for an enterprise.
- 47 (a) Explain the ways in which proper financial management can be used as a tool to promote the quality of a production
- (b) Explain the various ways through which quality goods can be produced in an enterprise.
- 48 (a) Why is there need to control quality during production?
- (b) Explain the factors that determine the quality of production in an enterprise.
 - (c) Discuss the various principles of purchasing goods
- 49(a) Explain the factors affecting production decisions in an enterprise
- (b)Discuss the activities or steps of production process
 - (c) Explain the various elements/attributes of a product
- 50(a) Explain the factors that affect the choice of technology in an enterprise.
- (b) What are the contributions of technological advancement in business?
 - (c) Discus the components/elements of a plant lay out.
- 51(a) Explain the various methods of costing in an enterprise
- (b) Give ways of minimizing costs in production
 - (c) Explain the various internal control systems used in an enterprise.

52 (a) Mention the techniques used in time management

(b) Give the controls used in effective time management in an enterprise

(c) i) What are the indicators of wasting time in an enterprise

ii) Explain the costs/demerits of time wasting in an enterprise

53(a) Define the term packaging

(b) Explain the factors considered when choosing packaging materials

(c) Give the importance packaging in an enterprise.

54(a) Define the term product life cycle (PLC)

(b) Discuss the stages of product life cycle giving their characteristics.

(c) What are the limitations of product life cycle

55(a) Distinguish between marketing and selling (2 marks)

(b) Give the various differences between marketing and selling

(c) Explain the different marketing decision areas (Elements of a marketing mix)

56(a) Distinguish between market research and market assessment.

(b) Give the procedures of carrying out market research

(c) Explain the importance of carrying out market research and market assessment for products.

57(a) Explain the factors that determine a target market population

(b) Discuss the factors that lead to a bigger target market population

(c) Explain the factors that lead to a small target population

58(a) Explain the procedures followed when carrying out market assessment

(b) Under what circumstances can an entrepreneur carry out market research?

(c) Explain the rationale of carrying out market research/market assessment for a product

59(a) Describe the various methods/tools used to collect data during market research in an enterprise

(b) Explain the challenges faced when conducting market research.

- 60(a) Explain the tools used for effective marketing strategy
- (b) Discuss the various marketing techniques used in business.
- 61(a) what is market segmentation
- (b) Explain the bases of market segment in an enterprise
- (c) What are the merits of market segmentation to entrepreneurs
- 62(a) Discuss the various methods of pricing products in a business
- (b) Explain the factors considered when determining price of a product.
- 63(a) Distinguish between sales promotion and Advertising
- (b) Give the importance carrying out sales promotion
- (c) Explain the methods / ways used by an entrepreneur to promote sales.
- 64(a) Distinguish between informative advertising and persuasive advertising
- (b) What are the aims of advertising products?
- (c) Explain the various methods/types/forms of advertising products in an enterprise
- 65(a) Give the advantages of advertising using Newspapers over Radios
- (b) Discuss the factors considered when selecting an advertising media.
- (c) What are the challenges of effective advertising?
- 66(a) Distinguish between sales promotion and personal selling.
- (b) Describe the process of carrying out creative selling.
- (c) Give the importance personal selling to an enterprise
- 67(a) Give the ways that manifest a good customer care in an enterprise
- (b) What are the reasons for promoting good customer care?
- (c) Give the ways of handling difficult customers in the business.
- 68(a) Describe the different channels of distribution a manufacturer can use to sell his goods to customers.
- (b) What factors are considered when selecting a chain /channel of distribution?
- (c) What is the role of a retailer in the distribution channel of distribution

- 69(a) Under what conditions can an entrepreneur sell goods on credit to customers.
- (b) Give the advantages and disadvantages of selling on credit.
- 70(a) Explain the factors affecting competition.
- (b) What are the ways of competition in a business?
- (c) Discuss the various forms of business competition in marketing
- 71(a) Explain the ways of maintaining a competitive advantage/ position in business.
- (b) Assess the implications of competition in a business
- (c) Explain the factors considered when analyzing competition in business
- 72(a) Distinguish between human resource planning and human resource management.
- (b) Give the importance of personal management/HRM
- (c) Discuss the rationale of personal management in an enterprise
- 73(a) Describe the various components/elements of human resource management
- (b) Describe the personnel requirement for large enterprise.
- (c) Explain the ways in which proper resource management can be used as a tool to promote the quality of products in an enterprise.
- 74(a) Define the term manpower planning as used in business
- (b) Why is there a need to carry out manpower planning
- (c) Give the importance of an organizational chart
- 75(a) Why is there a need to recruit workers in an enterprise?
- (b) Describe the procedures for recruiting workers in an enterprise.
- (c) Explain the sources/Bases of recruitment for workers in an enterprise.
- 76(a) Describe the factors that are considered when recruiting workers in an organization.
- (b) What are the various ways that can be used to recruit workers in an organization?
- 77(a) Give the importance of motivating employees in an enterprise
- (b) Give reasons for motivating workers in an enterprise
- (c) Explain the ways of motivating employees in an enterprise.

78(a) Explain the methods of paying workers in an enterprise

(b) Discuss the factors considered when determining workers payment

(c) What causes differences/variations of wages for employees

79(a) Why is there need to train employees in an enterprise

(b) Explain the process of training in an enterprise.

(c) Describe the benefits of training workers in an enterprise

80(a) Define the term performance appraisal of labor in a business.

(b) Give the elements of an effective performance appraisal system.

(c) What is the purpose for performance appraisal in an enterprise?

81(a) what is the disadvantage of performance appraisal.

(b) Explain the various methods of performance appraisal used by employers to appraise their workers

82(a) what do you understand by the term labor turn over.

(b) What are the causes of labor turn over in an enterprise

(c) Explain the ways of overcoming high labor turn over in an enterprise.

84(a) Give the costs of labor turnover to the business

(b) What are the causes of employee indiscipline in an organization?

(c) Suggest measures of improving labor relations in an enterprise.

85 (a) Define the following terms as used in taxation

i. Tax

ii. Tax liability

iii Tax base.

iv. Tax evasion

v. Tax avoidance.

Vi. Taxation

(b) Give reasons why government levies taxes.

(c)What is the importance of imposing taxes in a country?

86(a) Explain the various principles/canons of taxation.

(b) What are the attributes of a good tax system?

87(a) Define the term direct taxes and give examples of direct taxes.

- (b) What are the advantages and disadvantages of direct taxes?
- 88(a) Define the term indirect taxes and give the forms of indirect taxes.
- (b) What are the advantages and disadvantages of indirect taxes
- (c) Why is indirect tax system preferred to direct tax system
- 89(a) Explain the factors that cause low tax capacity in Uganda.
- (b) Give the possible solutions to problems limiting tax revenue collection in Uganda.
- 90 (a). Define the term tax compliance.
- (b) Give the levels of tax compliance
- (c) Explain the factors that influence tax compliance in Uganda.
- 91(a) what are the measures that can be undertaken to encourage tax compliance in Uganda.
- (b) Explain the factors that lead to high tax compliance by business people
- 92(a) what is Uganda Revenue Authority
- (b) Mention the examples of taxes collected by URA as
- i. International Trade taxes
 - ii. Domestic taxes
- (c) Explain the roles of Uganda Revenue Authority
- (d) Discuss the challenges facing Uganda Revenue Authority
- 93 (a) what is meant by the term capital market
- (b) List the examples of products traded on capital market
- (c) Explain the roles of capital market to the development of your country.
- 94 (a) Explain the major players in capital market
- (b) Explain the challenges facing capital market industry in your country.
- (c) Differentiate between the following terms
- I. Ordinary share and preference share.
 - Ii. Shares and debentures.
- 95 (a). What are the benefits of investing in shares?

(b) Explain the process of buying shares

(c) Give the steps involved in selling shares

96(a) what is meant by the term stock exchange?

(b) Explain the functions/Roles of stock exchange market.

(c) Give the challenges faced by security exchange in Uganda

(c) Explain the role played by capital market authority in promoting investment in securities in your country

97(a) Distinguish between bonds and collective investment schemes.

(b) Explain the advantages of investing in collective investment schemes.

(c) Explain the conditions necessary for the successful operation of collective investment schemes.

98(a) Give the elements of a prospectus

(b) What is the importance of a prospectus?

99(a) Distinguish between Debt financing and Equity financing

(b) Give examples of Debt instrument and Equity instruments

(c) Give the advantages and disadvantages of Equity financing

(d) Mention the advantages and disadvantages of Debt financing

NB. Use the above questions in your revision as they are arranged as per topic coverage

Points to note in this pandemic of COVID 19

- ✓ Stay at home (travel if you must)
- ✓ Wash your hands regularly
- ✓ Practice social distancing
- ✓ Have no excuse for not reading

Life is more precious

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