

P230/3  
ENTREPRENEURSHIP  
EDUCATION  
Paper 3  
3 hours



**JOURNEY OF SUCCESS EXAMINATIONS BOARD**  
**UGANDA ADVANCED CERTIFICATE OF EDUCATION**

**MOCK EXAMINATIONS**  
**ENTREPRENEURSHIP EDUCATION**  
**Paper 3**  
**3 hours**

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

Credit will be given for use of relevant diagrams and illustrations

Additional question(s) attempted will **not** be answered

**SECTION A: CASE STUDY**  
**Answer all parts of this question**

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

Andrew runs a big cattle farm situated in Lugazi municipality. He has a loan from a village SACCO to supplement his personal savings.

He supplies quality dairy products to Lugazi and neighboring areas. He has instructed his sales men to sell the products to small scale customers on cash basis. However those who buy products for more than 200,000 shillings get a trade discount 6%.

Regular customers who buy in bulk are allowed to get products on credit for a period not exceeding 3 months. Those who effect payment with 30 days are offered a cash discount 10%, while those who exceed this period are charged 5% on the amount due. Those who fail to repay are sued in courts of law.

Andrew heavily depends on family labour but they have limited cattle management skills. He is currently experiencing cash flow challenges which have affected his plans to satisfy the current market and expand the farm

- (a) State any four factors that favoured the establishment of the cattle project. 4marks
- (b) Identify any five terms and conditions of sale in the case study. 5marks
- (c) A customer bought cattle products worth 500,000 shillings but failed to pay with in the credit period allowed. Calculate the;
- (i) Penalty fee and 4marks
- (ii) Total amount to be paid by the customer 3marks
- d (i) What are challenges being faced by Andrew in the running of cattle farm? 4marks
- (ii) Advise Andrew on how best he can improve his cattle farm. 5marks

## **SECTION B: SCHOOL BUSINESS CLUB**

**Answer atleast one question from this section**

2. Basing on your school business club project;
- (a) Give the general description of the business project. 4marks
  - (b) State the pricing strategies that were used in the business. 3marks
  - (c) Describe the entrepreneurial skills you practised in the business. 8marks
  - d(i) What business ethics did you extend to your customers? 5marks
  - (ii) How did you handle the customers' complaints? 5marks
3. In relation to the business project owned and managed by your school entrepreneurship club;
- (a) Describe the business project. 4marks
  - (b) Explain the innovations that were undertaken to improve the quality of your products . 8marks
  - (c) What contributions were made by the community to business? 5marks
  - (d) How did the business ensure proper management of its finances? 8marks

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

**Answer atleast one question from this section**

4. For any business enterprise you were attached to;
- (a) Give a general description of the business. 4marks
  - (b) Describe the methods used by the business for effective internal communication. 8marks
  - (c) What health and safety measures have been put in place for employees of the enterprise? 8marks
  - (d) Advise the proprietor on how to ensure good customer care. 5marks
5. For any business trip you made as a group or individual;
- (a) Give a general description of the business. 4marks
  - (b)(i) Mention any three taxes paid by the business. 3marks
  - (ii) Advise the owner(s) of the business on the benefits of paying taxes promptly. 5marks
  - (c) Explain the measures taken to promote discipline among employees 8marks
  - (d) How does the business maximize profits? 5marks

**END**