**P230/2**

**ENTREPRENEURSHIP**

**EDUCATION**

**Paper 3**

**April, 2024**

**3 hrs**.

***LUWANGULA SECONDARY SCHOOL***

***Uganda Advanced Certificate of Education***

**S.6 END OF TEM 1 EXAMINATIONS 2024**

**Entrepreneurship Education**

Paper 3

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**INSTRUCTIONS TO CANDIDATES**

This paper consists of 3 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 from each section.

Credit will be given to use of relevant diagrams and illustrations

**SECTION A (25 MARKS)**

**CASE STUDY**

Answer **all** the parts of this section

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

Naluwali bought a mixed farm from Musafu who had been making loses for the past 3 years. She named the farm Mupya mixed farm.

Through research, she discovered that the farm had failed to recover debts and was poorly managed. Naluwali sought advice from veterinary experts and successful people in mixed farming among others. She also visited agricultural exhibitions, watched television programs and read news paper articles on agri-businesses for more information about mixed farming.

She decided to revamp the farm by restocking with better animal breeds and engaged in beans and rice growing to take advantage of the high demand from educational institutions in the area. She recruited a new farm manager who effectively implemented the new policies aimed at increasing productivity, sales and profits.

She regularly conducted meetings with her employees which she kept reminding them about new policies, customer care, time management and focus on action targets. Eventually, Naluwaliimproved the welfare and working conditions of employees. This increased their commitment and productivity. To avoid Musafu’s scenario,Naluwali decided to insure the farm.

**Questions**

a)identify the sources of business ideas for Naluwali

(04 marks)

b) Give reasons why Musafu could have failed to continue with the mixed farming business

(05 marks)

c)What ways were used by Naluwali to motivate her employees?

(05 marks)

d i)list the risks faced by Mupya mixed farm

(05 marks)

ii)Advice Naluwali on the insurance policies she should take to minimize the risks in d(i)

(05 marks)

**SECTION B: SCHOOL BUSINESS CLUB**

**Answer at least one question from his section**

2.With reference to your School Business Club;

1. Give a description of the project

(04 marks)

1. (i) draw the organizational structure for the business

(05 marks)

ii)describe the duties that were performed by the financial manager of the business

(05 marks)

c)identify and state the purpose of the business documents that were used in the business

(08 marks)

d)What entrepreneurial skills were practiced by the members of the business club?

(03 marks)

3. in relation to your school business club

a) describe the business

1. marks)

b) what factors influenced the choice of the business

1. marks)

c (i) Name the different categories of customers of the business

(04 marks)

ii)outline the measures that were taken to ensure good customer care in the business

1. marks)

d)describe the steps that were followed when winding up the business project

(05 marks)

**SECTION C: FIELD ATTATCHMENT AND FIELD TRIP**

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

4.For any business enterprise you were attached to;

a) give the general description of the business

1. marks)

b) describe the procedure the business should follow when recruiting its employees

(04 marks)

c)what factors should the business follow when determining wages for its employees?

(06 marks)

d)advise the business on the ways of identifying training needs of the employees

(07 marks)

5.For any business trip you made as an individual or group

a) describe the business you visited

(04 marks)

b)what factors were considered by the entrepreneur when evaluating the business opportunity?

(08 marks)

c)suggest measures the entrepreneur should take to sustain the business

(08 marks)

d)advise the business you visited on ways of enhancing business ethics towards its customers

(05 marks)

END