

P230/3
ENTREPRENEURSHIP
EDUCATION
Paper 3
3 hrs.

Uganda Advanced Certificate of Education

Entrepreneurship Education

Paper 3

3 hours

INSTRUCTIONS TO CANDIDATES:

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

*Attempt **four** questions only.*

*Section **A** is compulsory.*

*Attempt at least **one** question from section **B** and **C**.*

*All questions carry **equal** marks.*

Credit will be given for the use of relevant illustrations.

Turn Over

SECTION A: CASE STUDY

Answer all parts of the section.

1. Read the case study of ZAM – ZAM Enterprise and answer the questions that follow:

Right from his days at the University, MUSA BONTWE has remained outstanding and performs well with Zam – Zam enterprise located in Kiyembe – a busy trading centre in the heart of Kampala.

Mr. Bontwe always tries to avoid negative thoughts and does not give time to any body who looks at business in terms of risks and losses. He thinks globally, notes down ideas that drop in his minds, stimulates his curiosity and he knows when to leave a problem. He makes observations on how other businesses are performing, listens and reads daily newspapers in addition to drawing experiences from other senior entrepreneurs like Mazongoto – “the spender.”

Developments in Uganda like growth of financial institutions, supportive administrative issues, political stability, supportive contributions from neighbours, supportive business laws, inheritance of capital, low cost of doing business e.g. low cost of rent, labour e.t.c., widening market for textile produce, trade liberalization, business language among other factors continue to promote entrepreneurial intentions and attitude of Musa Bontwe.

Being a graduate of business administration, managing a textile business is not a big task to him. He is committed, sets work objectives that are achievable and gives business all the resources needed. Besides his personal savings, advances from the customers, credit sales by the suppliers, ploughing back profits, the young ambitious man has also secured a loan facility of shs 25,000,000 from post bank – Masaka branch to be paid back in five equal monthly installments at 12% interest determined at reducing balance.

Plans are underway to insure the business and have other branches especially in Masaka, Katwe, Namakwekwe - Mbale and Kitwe in Kayunga.

Questions:

- (a) Prepare a loan repayment programme for Mr. Bontwe. (06 marks)
- (b) Identify the external political, social and economic factors that have made an impact on Zam – Zam enterprise. (07 marks)
- (c) Suggest any **five** insurance policies that can be applied for by the entrepreneur giving reasons in support. (05 marks)
- (d) Give any **four** qualities of creative people possessed by Mr. Bontwe. (04 marks)
- (e) Outline the challenges that Mr. Bontwe is likely to face by using a loan facility in Zam – Zam enterprise. (03 marks)

SECTION B: SCHOOL BUSINESS CLUB

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

2. In relation to your school business club project in which you participate;
- (a) Give the general description of the business. (05 marks)
 - (b) Explain the process followed when purchasing in puts. (06 marks)
 - (c) How do you control the flow of fund in the club? (04 marks)
 - (d) Outline any **four** measures that were adopted to foster innovations in the project. (04 marks)
 - (e) Explain the factors that favoured the establishment of the project. (06 marks)
3. With reference to the project owned by your school business club:
- (a) State any **four** objectives of the club. (04 marks)
 - (b) Make an executive summary for your project. (05 marks)
 - (c) Explain the economic factors that promote your entrepreneurial attitudes and intentions in the club. (05 marks)
 - (d) Which factors do you consider to determine the production capacity, planning and design for the project? (06 marks)
 - (e) What are the adverse effects of your project on the natural environment? (05 marks)

SECTION C: FIELD ATTACHMENT / FIELD TRIP.

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

4. For any field attachment you carried out:
- (a) Give the general description of the business you were attached to. (05 marks)
 - (b) Mention at least **four** forms of costs incurred by the business. (04 marks)
 - (c) Advise the entrepreneur on the measures that can be adopted to reduce the costs of production. (06 marks)
 - (d) How does the entrepreneur in the business control labour turnover? (06 marks)
 - (e) Explain **four** advantages of business laws to entrepreneur and consumers of the business you were attached to. (04 marks)
5. For any field trip you carried out as an individual or as a group:
- (a)
 - (i) State the objectives of the field trip. (04 marks)
 - (ii) Draw a physical layout for the business visited. (06 marks)
 - (b) How is time managed in business you visited? (05 marks)
 - (c) How does the business conduct performance appraisal? (05 marks)
 - (d) Explain the factors that are considered when choosing packaging materials. (05 marks)

END

