

P230/2
**ENTREPRENEURSHIP
EDUCATION**
Paper 2
July/August 2026
3 hours



WAKISSHA JOINT MOCK EXAMINATIONS

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 2

3 hours

INSTRUCTIONS TO CANDIDATES:

- This examination paper consists of two sections; **A and B**.
- It has **four** examination items.
- Section A has two **compulsory** items.
- Section B has **two** items. Respond to **one** item.
- Respond to **three** items in all.
- Any additional item responded to will not be scored.



SECTION A

Respond to all items in this section.

Item 1

Jojo owns a large scale juice factory operating under the name Jojo Juice Makers (JJM).

The business makes juice from locally grown fruits. Their leading brands are Chika Juice and Jojo Passion concentrate. They mainly serve Wakiso town and neighbouring areas. The juice is sold at Ugx 5,000 per litre. Although its brands are on high demand, the business faces rising costs of production of the juice due to distant sources of inputs, escalating utility costs and high bargaining power of production personnel amidst other overheads. Jojo is still stranded on what to do.

Additionally the business plans to open a new branch in Nansana using a loan facility of Ugx 26,000,000 to be borrowed from ACHIEVERS' BANK, however the bank manager has requested for a statement covering the financial needs of the business which Jojo has failed to draft.

Before the last quarter of the year 2026, the cashier prepared cash estimates but went for a business trip before making the statement of cash position.

The management has resolved to buy a new vehicle for the marketing department worth Ugx 15,000,000 in the first month of the last quarter of 2026, this will facilitate monthly sale of 1200 liters of Chika Juice on cash basis, sell old furniture worth Ugx 15,000,000 in the second month of the last quarter, acquire a loan of Ugx 20,000,000 at the beginning of the first month of the last quarter to support business operations.

JJM plans to spend Ugx 50,000 and Ugx 100,000 per month on utility bills and salaries and wages respectively.

Due to the need to preserve the fruits and sell quality juice that appeals to customers the business plans to acquire a heavy duty refrigerator in the last month of the quarter at Ugx 500,000.

Jojo plans to take juice worth 100,000 to his home every month. Monthly credit purchase of fruits are projected to be Ugx 200,000 per month.

Task

Using your entrepreneurship knowledge obtained from field trips and your school business club, Help Jojo Juice Makers to;

- (a) generate strategies to overcome the major challenge faced.
- (b) estimate financial needs to qualify for the loan facility.
- (c) make a budget to analyse the flow of cash for the planned period.

Item 2

The Agriculture students of your school have availed the following details concerning their fresh dairy farm for the period ended 31st December 2025.

Item	Ugx
Opening inventory	7,000,000
Milk purchased during the year	34,000,000
Milk that remained in fridge on (31/12/25)	1,000,000
Customers who took milk on credit	600,000
Unpaid suppliers of milk	780,000
Annual turnover of milk	13,000,000
Milk returned by Kato a customer	21,000,000
Return of milk to Mboona milk dealers	5,000,000
Price reduction on purchased milk from Mboona milk dealers	800,000
Transport offered to esteemed customers	400,000

The students of agriculture shared with you a number of complaints raised from their clients such as milk being contaminated with strong crystals, supply of milk in polythene papers, supply of spoilt milk regularly, poor delivery means which all make the product fail to meet customers' expectations and need.

Task

Using your entrepreneurship skills to;

- help the agriculture students draft a statement to determine business profitability, evaluate whether the business is viable based on net profit margin and mark up and analyse the business liquidity.
- advise the agriculture students on how to ensure that their products meet the customers' expectations.

SECTION B

Respond to one item in this section.

Items 3

As an individual, you visited a business that has been in existence for long and it's faced with multiple competitors which has led to its decline in sales. Its employees also are less driven and lack enthusiasm at work leading to reduced productivity. The management has invited you as a skilled person to help the business address the challenges.

Task

- Help the management to plan for attracting and retaining customers for their business.
- Guide them, on the ways of addressing the challenges faced by its employees.

Item 4

For any business you visited as an individual or group, you noticed through interaction with the management that the business' performance is declining significantly due to large number of business selling similar products and the public is not aware of the business profile as an assurance of satisfaction of their needs.

Management has contacted you to lay strategies to help them regain their lost glory and give feedback to customers on their area of concern.

Task

As a student of entrepreneurship, develop a write up to be presented to the top management to address the challenges in the scenario.

END

SECTION B