

P230/3
Entrepreneurship
Education
Paper 3
July/Aug 2025
3 hours

**KANUNGU DISTRICT JOINT MOCK EXAMINATIONS 2025
UGANDA ADVANCED CERTIFICATE OF EDUCATION**

ENTREPRENEURSHIP EDUCATION

PAPER 3

3 hours

INSTRUCTIONS TO CANDIDATES

- 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 section.
- Any additional question(s) answered will not be marked.

SECTION A: CASE STUDY

Answer all parts of this section.

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

Isaac and Stephen are two friends who decided to start a restaurant which they named "Never give up restaurant." After completing S.6, they could not continue with education because of lack of school fees. With the knowledge they had acquired in entrepreneurship lessons, they wrote a business plan but failed to get financial support. They resorted to doing odd job and within two years, they had saved shs. 500,000 which they used to start the business.

The two friends operate the business from Monday to Sunday, opening as early as 5:00am and closing at midnight. Because of their commitment, the business has grown to a working capital of shs. 10,000,000. This has led to need for more workers, raw materials, and transportation means, they have recruited 3 more workers whom they pay adequately in addition to giving them fringe benefits and involving them in decision making.

Never give up restaurant has had a big impact on the immediate community. Isaac and Stephen are respected entrepreneurs because of their good management practices such as monitoring and supervision and are role models in the community.

- (a) Identify other sources of capital Isaac and Stephen could have used other than the ones mentioned in the case study. (5marks)
- (b) Describe the entrepreneurial characteristics that enabled the two friends to be successful in business. (7marks)
- (c) How does the business ensure employee motivation? (5marks)
- (d) What impact has Never give up restaurant had on the community? (8marks)

SECTION B: SCHOOL BUSINESS CLUB

Answer at least one question from this section

2. With reference to a business project owned and operated by your school Entrepreneurship Business Club:

- (a) Describe the business project (4marks)
- (b) Mention any five stakeholders of your business (5marks)
- (c) Mention the documents used by our business in the purchasing process (8marks)

- (d) What challenges did you face during the marketing of your products. (8marks)
3. In relation to your school Entrepreneurship Business project,
- (a) Describe the business project (4marks)
 - (b) Explain the forms of written communication used by the business (7marks)
 - (c) How did you avoid the common causes of business failure? (7marks)
 - (d) What measures were put in place by your business to conserve the environment (7marks)

SECTION C: FIELD ATTACHMENT/FIELD TRIP

4. For any one business enterprise that you were attached to:
- (a) Describe the business (4marks)
 - (b) What techniques are used by the business to properly manage credit sales. (6marks)
 - (c) (i). What market gaps did you identify in the business environment. (4marks)
 - (ii). Advise the business owner on how to fill the market gaps mentioned in (c) (i) (4marks)
 - (d) Advise the business owner on organisations that can support his business (7marks)
5. For any one business trip you made either as an individual or a group:
- (a) (i) State any two objectives of the field trip (2marks)
 - (ii). Describe the business you visited (4marks)
 - (b) How does the business ensure production of high quality products. (7marks)
 - (c) Identify any five taxes paid by the business you visited. (5marks)
 - (d) Advise the business owner on the need to insure his business. (7marks)

End

- (d) What challenges did you face during the marketing of your products. (8marks)
3. In relation to your school Entrepreneurship Business project,
- (a) Describe the business project (4marks)
 - (b) Explain the forms of written communication used by the business (7marks)
 - (c) How did you avoid the common causes of business failure? (7marks)
 - (d) What measures were put in place by your business to conserve the environment (7marks)

SECTION C: FIELD ATTACHMENT/FIELD TRIP

4. For any one business enterprise that you were attached to:
- (a) Describe the business (4marks)
 - (b) What techniques are used by the business to properly manage credit sales. (6marks)
 - (c) (i). What market gaps did you identify in the business environment. (4marks)
(ii). Advise the business owner on how to fill the market gaps mentioned in (c) (i) (4marks)
 - (d) Advise the business owner on organisations that can support his business (7marks)
5. For any one business trip you made either as an individual or a group:
- (a) (i) State any two objectives of the field trip (2marks)
(ii). Describe the business you visited (4marks)
 - (b) How does the business ensure production of high quality products. (7marks)
 - (c) Identify any five taxes paid by the business you visited. (5marks)
 - (d) Advise the business owner on the need to insure his business. (7marks)

End