ENTREPRENEURSHIP GRAND SEMINAR

SCHEDULED ON 5TH/JULY/2025 AT BUDDO SECONDARY SCHOOL

2025 FOR NLSC

E.O.C 1: BUSINESS START UP PROCESS

Item 1

Alpha is in the process of starting up a restaurant in Wandegeya near Makerere university. However, she is unsure of the customer's needs in terms of food verities preferred, prices to be charged among others. He also needs guidance on how production requirement can be analyzed.

Task

Guide Alpha to:

a) develop a suitable tool to effectively gather the customers' opinions.
b) Make an analysis of production requirements for the proposed restaurant

Item 2

Sarah resides in a busy trading center surrounded by many schools and universities. She successfully saved ugx. 2,000,000 to start Discotheque or restaurant. Her entrepreneurial aspirations are bright, but undecided between which suitable business to start. She also lacks knowledge on how to acquire additional funds to expand production and sustain her chosen venture beyond its initial stage. She plans to save most of her earnings in the bank.

Task

Using your entrepreneurial skills guide Sarah to;

a) Select the most appropriate business
b) i) identify possible alternatives for raising additional funds
   ii) budget for the funds
c) Besides saving funds in the bank, advise Sarah on the other forms through which she can save her earnings.

Item 3

Magezi and Tonny have jointly saved UGX 4,000,000 to start a snack business dealing in chappatis, mandazi, doughnuts etc and they are wondering where to locate their business. They were denied a contract of supplying to the government offices snacks for not having Tax Identification Number (TIN). They were also told that the business has no trading license. The two lack clear guidance on how they can formalize their business to start supplying district offices and since it is one of the requirements to get government funding. They plan to wind up with the implementation of intended activities in one month.

Task

Help Magezi to

a) select the location for the Snacks business.
b) Guide them on the procedures to follow before starting snack business.
c) i) educate them on the process to undertake so as to acquire the TIN and trading license

ii) plan for the implementation of business activities

Item 4

Namukisa is a retired Civil servant in Masaka City. She has invested his retirement package in establishing a poultry farm and a big plantation on 5 acres of land. Recently she is experiencing a challenge of producing surplus production which cannot be consumed locally and she has been advised to explore market opportunities in neighboring countries.

Tasks

Inform Namukisa on:

a) benefits she is likely to enjoy when operating such businesses.
b) What documents may Namukisa require to process before disposing of the surplus to other countries.
c) Plan for administration of labour.

E.0.C 2 MANAGING THE BUSINESS.

Item 5.

Onana is a graduate of food technology from Kyambogo University. He has passion for healthy living and is about to launch "Pure Harvest Juices" a small-scale enterprise specializing in fresh natural fruits juices such as mango blend, passion fruit delight etc. His target market is health-conscious individuals, urban office workers, and local fitness fans in Kampala. He buys fruits mostly in the evening from road side vendors and other local farmers in the community but sometimes the quality is poor and the supply is insufficient. He is particularly concerned about ensuring a consistent supply of fresh, high-quality juice throughout the year and reaching his specific target audience without overspending on advertising. He has approached you for technical advise.

Task

As an Agri business consultant;

a) advise Onana on the considerations for selecting suitable supplies for his juice products
b) with reasons select appropriate advertising medium to promote the launch of 'Pure Harvest Juice'

Item 6.

Kapere is the owner of kombucha beverages limited Kyengera mainly produces bottle local wine and drinking water. Most of ingredients like banana, pineapples it uses to process local wine donot meet the production standards, expensively supplied and gets easily **spoilt**. It mainly sells wine directly to a few local shops near their factory and to customers with in the community using a simple Van and this has reduced sales. However, there is a need to expand their distribution to reach distant areas.

Task

a) with justification, identify suitable distribution strategies for the products.
b) i) Select right ingredients for production of wine.

   ii) Advise kombucha beverages on the ways of raising decline in sales**.**

Item 7

Zakayo an entrepreneur started a business dealing in processing maize flour, millet flour and soya flour. He buys his inputs from farmers in the local community at cheaper prices. Recently he started processing peanut butter since most of the farmers in the area started supplying him with groundnuts.

Zakayo wakes up early in the morning to attend to the customer orders that come from nearby schools and restaurants. They all praise the quality of paste and flour packed in attractive paper bags. He properly links up with his customers through calling them frequently and he has been setting weekly sales targets as strategy to guarantee business profitability.

Task

Using your entrepreneurship skills;

a) Identify the attributes possessed by Zakayo
b) Present the possible practices that have been practiced by Zakayo to maintain quality standards.
c) Analyze benefits enjoyed by Zakayo through producing groundnut paste and flour.

Item 8.

Suubi is operating a furniture workshop at his home town dealing in sofa sets, office tables, dining tables, chairs and beds of different varieties. His tools, machinery and equipment frequently break down and this has delayed production and affects quality of the goods produced. However, he plans to buy better ones

Currently a number of furniture products sold per week reduced due to low levels of innovative practices

Task

a) Guide Suubi on selection of tools, machinery and equipment for his business.
b) Advise Suubi on innovative practices that can be undertaken to boost weekly sales for furniture products.
c) Design a sign post to direct customers on Suubi's furniture workshop.

Item 9

Sirajje is an entrepreneur operating furniture work shop in Kisozi trading center. He uses manual machines to process the furniture products but this lowers the quality of the output. He employs three skilled workers but conflict over roles to perform and he has no knowledge about the importance of allocating duties. He poorly keeps his records and this has made it difficult to track the performance of his business. However, Sirajje has invited you for technical advice.

Task

a) Inform Sirajje on the business benefits enjoyed after allocating tasks to business employees
b) Guide Sirajje on the importance of keeping effective records as a strategy to track the performance of the business.

ELEMENT OF CONSTRUCT 3: BUSINESS SUPPORT

Item 10

The Buddo teachers' Agri-Farm SACCO in Buddo was established two years ago by 50 ambitious teachers with farms. It is now grappling with severe crisis. Initially, the SACCO served as a vital association, enabling members to pull weekly savings and access crucial micro loans for chicks, feeds and essential equipment, significantly boosting their poultry production. However, over the past 6 months, this promising cooperative has faced many challenges like loan defaulters have increased drastically; active membership has dropped from 50 to 33 and the treasurer has reported alarming inconsistencies in the financial records.

At the same time, the chairperson faces accusation of being a dictator and illegally charging exorbitant interest rates on loans different from SACCOS founding principles. The remaining members have fear for the SACCO's collapse. With many planning to withdraw their savings. In this desperate situation, the worried members have collectively approached you, seeking urgent professional advice to save and revive their SACCO.

Task: Help them to:

a) Illustrate the ideal operational basis for proper functioning of the SACCO.
b) Demonstrate strategies that could be implemented to revive the struggling SACCO.

Item 11

Apio has been operating a bakery business for the last 10 years with 5 employees. She distributed the products to consumers in the community. When Apio tried to distribute bread to the district officials and supermarkets she was denied the opportunity due to lack of tax compliant certificate. She has always conflicted with URA when importing most of the wheat flour from other countries. Customers are happy with the quality of the products because they soft and well flavoured and affordability of her products. She serves her customers with a smile and employees work on contract basis. Some of the bakery premises are rented which provides additional income to the business

Task: Help Apio to:

a) i) identify the possible types of taxes her business can pay.
   ii) inform Apio the benefits her business will get when she complies with URA.
b) Analysis ethical practices exhibited by Apio in her business.

Item 12

Gava owns a micro finance institution. The institution provides salary loans, school fees loan and business loans. Gava normally moves with a lot of money on a motor cycle and loans could not be disbursed to clients when he is not around. The customer turnup is also still low since most of them have no knowledge about services offered by financial institutions. Some cash which customers bring as part of loan repayment also gets lost at the offices under Manship of dishonest employees. He instructs the workers to close the premises if he is notified of the presence of URA enforcement officials. This is because he lacks knowledge about his obligations as a tax payer.

Task:

a) As an expert in banking, avail knowledge to the community about services offered by micro finance institutions
b) How can technology solve the challenge in the scenario?

c) Guide Gava on his obligations and Rights as a tax payer.

ITEM 13
Blessing is the owner of Mazima poultry farm which is one of the businesses that were greatly affected by COVID-19 which resulted into making physical interaction and meeting customers difficult to conduct financial transactions.
The business currently is facing other challenges such as frequent machinery breakdown, misappropriation of funds by the dishonest employees, fire out break and theft of merchandise hence registering huge losses.
The farm employees 5 professional employees with a monthly salary of shs. 400,000 each.
Task
a) As a student of entrepreneurship, how can electronic banking solve the challenge faced by patience's business in the scenario
b) Present the insurance policies that can be used to manage risks facing Blessing's business
c) Assist Blessing to compute the annual income tax to be tax be paid to URA for professional employees using the following URA subscribed tax rates.

Chargeable monthly Income	**Tax rate**
Exceeding shs 335,000 but not exceeding shs 410,000	Shs 10,000 plus 20% of the amount by which chargeable income exceeds shs 335,000

Item 14
KAWA operates a poultry business in his home town with a very busy schedule. He has been receiving payments in cash from his clients and also keeps his profits at his home. Last week thieves broke into his house and stole all the money that was kept at home and yet he has no insurance cover. He has been advised to open up a bank account though he lacks knowledge about a suitable account to open. A few days ago, URA threatened to close and impound his birds for failing to file for VAT. The business total purchases amounted to Ugx 85,000,000 and sales amounted to Ugx 127,000,000
Task
Use your entrepreneurial skills to;
a) Guide him on the appropriate account to open.
b) Compute the VAT payable to URA by Kawa's Poultry business.
c) Advise him on the necessary procedures to follow for seeking the appropriate insurance cover.

Item 15
Bomboka is a local entrepreneur who operates a car hire business in Kampala. As part of managing business risks, he insured his vehicles with a well-known insurance company. Unfortunately, one of his cars got involved in a serious accident. When he approached the insurance company to claim compensation but he was shocked to be denied payment. The insurance officials stated that some principles of insurance had been violated, which left Bomboka confused and frustrated. He poorly keeps his records and has no TIN. Sometimes he closes his business and hides after getting

information about URA enforcement. URA now threatens to close the business due to non-tax compliance practices exhibited by Bomboka

Task:

He has now invited you, as a student of Entrepreneurship, to help him understand:

a) The principles of insurance he may have violated.

b) Advice Bomboka on strategies he can undertake to save his business from being closed by URA.

E.O.C 4. APPLYING BOOK KEEPING SKILLS

Item 16

Tusuubira is a proprietor of sweet bite bakery based in Mukono dealing in all bakery products. A proprietor implemented an Imprest system starting 1st May 2025. He established an initial cash float of UGX 1,200,000 from the business' main bank account on that date. At the end of May, Tusuubira needs to accurately track all cash payments and importantly understand his business financial health. He has instructed you with a task of preparing appropriate cash records and comprehensive summary of his financial position as at 31st May 2025.

Cash payment for minor cash transactions for May 2025

2nd paid for office cleaning supplies UGX 25,000
5th paid for postage stamps for mailing clients' reports UGX 15,000
8th paid for tea, coffee and sugar for the office refreshments UGX18,000
20th paid for stationery (pens, papers and folders) UGX 30,000
24th paid for water dispensary refills in his office UGX 22,000
28th paid for minor electrical repairs (light bulb replacement) UGX 40,000
29th paid for photocopying clients' documents UGX 12,000
29th paid for envelopes UGX 10,000
31st Tusuubira checked on the petty cash balance and decided to reimburse the fund from the main bank account to restore the Imprest float

Other financial information available appears below;

Details	Ugx
Office equipment	3,000,000
Office furniture	2,000,000
Debtors	3,000,000
Bank balance	15,100,000
Capital	15,000,000
Net profit	5,100,000
Drawings	7,000,000
Creditors	10,000,000
Debenture	5,000,000
Stock	3,800,000

Task

Using your accounting and entrepreneurial skills, prepare the following for Tusuubira bakery limited

a) i) Prepare a suitable cash book for the month of May to take record of minor expenses using appropriate columns of postage, office supplies, stationary, traveling, repair and maintenance

ii) Open up relevant ledger accounts.

b) Determine the financial position of Tusuubira bakery

Item 17

Asiimwe is a busy grocery owner of 'Magoba Grocery" in Kamokya a city surbub with a daily busy schedule but with little knowledge of record keeping. She has been inviting different experts at the end of the financial year to assist her balancing her records. Last year 2024 one of the accountants she has been employing halfway kept records after falling sick.

Because of her busy schedule, she has not been issuing out documentary evidences for any transactions that takes place. On 5th July 2024 Katushabe a daily customer took 3kgs of Rice each at 5,000 and paid 5kgs of sugar each at 4,000. She is demanding for evidence for transaction which patience has failed to provide.

You have been invited to complete the compilation. The records appear as follows;

Details	Ugx
Gross profit	45,000,000
Sales discount	800,000
Land	13,000,000
Furniture	6,000,000
Rent and rates	4,900,000
Premium charges	15,000,000
Capital	136,000,000
Drawings	11,000,000
Cash at hand	14,000,000
Cash at bank	3,000,000
Stock at close	7,500,000
Creditors	15,500,000
Debtors	1,800,000
Purchases discount	500,000
Carriage on sales	3,000,000

Task

a) Help Asiimwe to provide suitable documentary evidence for the business.

b) Determine the actual profits made at the end of the financial period.

c) Determine the value of assets and liabilities.

Item 18

Grace serves as the operation's manager of "Quality Grain Processors" a crucial community-based enterprise in Gulu. The mill deals in processing of quality flour and records daily transactions. Although Grace diligently records all daily transactions including maize purchases, flour sales and operational expenditures such as fuel and mill maintenance in a basic ledger and through collected receipts, these records are not formatted for formal accounting presentation.

The transactions appear as follows;

As at 30th June 2024

Details	Amount (UGX)
Purchased milling machine	75,000
Trade receivable	18,000
Bank loan	31,000
Cash balance	14000
Bank account	27,000
Drawings	10,000
Discount on purchases	6,000
Capital	190,000
Carriage on sales	8,000
Wages and salaries	15,000
Debenture	14,000
Discount on sales	48,000
Commission received	20,000
Stock at close	48,000
Sales	128,000
Maize seeds bought	90,000
Sold flour	128,000
Carriage inwards	10,000
Stock at start	28,000
Overheads	4,000
Premium	8,000
Returned flour by customers	6,000
Expired raw maize seeds returned to farmers	5,000

Task

The cooperative miller's committee is scheduled to hold its annual review meeting next week and you are required to present the following

a) A summary of debit and credit balances.

b) Statement of comprehensive income as at that date

Item 19

Masaka hardware stores located in Masaka, Uganda deals in various hardware materials during the month of June 2025. Some customers took materials on credit whose details were captured as summarized below;

1st June sold to Jojo 3 bags of cement each shs.20,000 less 5% discount, 3 boxes of nails each at shs.10,000 and 3 tins of vanish earn at shs.5,000 less 5% discount

2nd received 2 bags of cement from Jojo due to expiry

5th bought 4 bags of cement each at shs.10,000, 3 iron bars each at 5,000 from Sarah

6th returned 2 iron bars, 1 bag of cement to Sarah

The business owner invested shs. 470,028,250 (capital) at start and now own a building with shs. 200,000,000, motor van worth 120,000,000 and money in cash is UGX 100,000,000 and at bank UGX 50,000,000. The entrepreneur has failed to post the credit transactions in their relevant books of original entry and also determine the value of assets and liabilities.

Task

a) i) Prepare a relevant book of original entry
   ii) Draft a source document to take a record of returns made by the business customers to the Masaka hardware stores
b) Determine the value of assets and liabilities

Item 20

Promise has been operating a retail shop business since 2020. Due to limited resources, she has been receiving assistance from her sister, who helps manage the shop and also attempts to keep financial records. However, her sister has no formal training in accounting, which has led to some confusion in record keeping and financial management.

Details	Ugx
Capital contributed	6,850,000
Total sales revenue	5,200,000
Purchases made during the year	3,800,000
Value of shop premises	50,000
Values of motor vehicle owned	1,200,000
Cash available at hand	5,720,000
Sales returned by customers	1,200,000
Discount received from suppliers	400,000
Discount allowed to prompt customers	500,000
Value of goods at the start of trading period	870,000
Value of goods taken by the owner for personal use.	1,100,000
Electricity expenses	1,440,000
Insurance bills paid	1,800,000
Unsold goods at the end of the trading period	720,000
Outstanding bank overdraft	1,720,000
Amount owed to creditors	300,000
Rent income earned	550,000
Goods returned to suppliers	550,000
Bank loan	2,660,000
Purchase of land for business expansion	550,000

Task

Assist promise to

a) Check on the arithmetic accuracy as at 31st Dec. 2020.
b) Determine the profit or loss as at the of the trading period ending 31 Dec 2020.
c) Value of assets and liabilities as at 31st Dec. 2020

Item 21

Tracy is a young entrepreneur who operates a small juice processing business in the trading center of her village. Despite her limited book keeping skills, she keeps basic records of her business transactions. Below is a summary of her business activities for the month of June 2024.

1st commenced business with cash UGX 60,000
2nd bought oranges by cash UGX 20,000
5th Received receipts from land Lord UGX 15,000
7th sold 3 glasses of juice worth UGX 15,000

10th bought 1 box of lemons by cash UGX 22,000
12th sold 10 glasses of juice worth UGX 32,000
15th made cash drawings UGX 10,000
18th Issued receipt to tenant UGX 28,000
20th sold 5 glasses of juice by cash worth UGX 38,000
30th bought stationery by cash UGX 5,000

Task

Tracy is seeking your assistance to organize these records using the double entry book keeping system and check on its arithmetic accuracy

Item 22

Kirabo Traders is a busy retail shop in city suburbs of Mukono. It sells most of its most of its products on both cash and credit basis as a strategy to boost sales.

The following is a list of Customers and suppliers for the last month of May 2025.

Date	**Invoices issued to customers**	**Document no**	**Amount**
MAY			**Ugx**
1st	Kisakye	001	40,000
2nd	Mukisa	003	80,000
6th	Mubeezi	004	100,000
11th	Grace	006	60,000
15th	Tendo	007	40,000
	Invoices received from suppliers		
3rd	Omara	002	120,000
4th	Ola	005	30,000
5th	Otimu	008	50,000
7th	Okidi	009	60,000
	Credit Notes Issued.		
13th	Kisakye	010	10,000
14th	Mubezi	011	20,000
	Credit notes received		
15th	Ola	007	15,000
16th	Okidi	009	8,000

Task

a) Assist Kamukamu Retail shop to prepare relevant books of accounts so as to determine:

i) total debtors

ii) total creditors

iii) total sales return

iv) total purchases returns using relevant books of accounts

b) **Determine**

i) Net purchases

ii) Net sales

Item 23

Capital Shoppers Enterprise is a newly established business dealing in general merchandise. The owner started operations in December 2020 and conducted various transactions during the month. However, the business owner is still learning how to record financial transactions and seeks your help in preparing accurate financial records.

Below are the summarized transactions for December 2020:

December 1st

The business officially commenced operations. The owner introduced capital into the business in the form of UGX 2,000,000 in cash and UGX 4,000,000 deposited in the business bank account.

December 4th

The proprietor made a personal withdrawal of UGX 200,000 in cash from the business funds to cater for private expenses not related to the business operations.

December 10th

A cheque payment of UGX 250,000 was issued to the landlord to cover monthly rent expenses for the business premises.

December 12th

The business made a cash purchase of goods worth UGX 400,000 for resale in the ordinary course of operations.

December 14th

Capital Shoppers Enterprise sold goods to a customer, who in turn paid by cheque worth UGX 600,000, which was deposited into the business bank account.

December 18th

The business purchased various office stationery items, and the amount of UGX 220,000 was paid directly by issuing a cheque.

December 22nd

The business withdrew UGX 500,000 from the bank to increase cash on hand for daily operational needs. This was done by cashing a cheque drawn on the business account.

December 23rd

Capital Shoppers Enterprise purchased furniture to be used in the shop and paid UGX 850,000 by cheque to the supplier.

December 24th

The business acquired goods on credit worth UGX 650,000 from a supplier named Odongo. Payment was not made immediately and is expected at a later date.

December 28th
The business made cash sales amounting to UGX 300,000, which was immediately added to the cash on hand.

December 30th
The business settled the outstanding balance owed to Odongo for the goods bought on credit earlier in the month by making a full payment of UGX 650,000 in cash.
Task:
a) Prepare appropriate cash book for the month of December 2020.
b) From the same data, open relevant ledger accounts, post the transactions accordingly, and balance off each account.
c) Prepare a Statement of Arithmetic Accuracy for Capital Shoppers Enterprise as at 31st December 2020, showing the balances extracted from the ledger accounts.

Item 24
Wolokoso Traders is a fast-growing retail business located in Wakiso District. The business specializes in the supply of general merchandise including hardware and household goods. It operates both on a cash and credit basis, and frequently offers trade discounts to encourage bulk purchases.

The business owner, Mr. Wasswa, has recently experienced a significant increase in business activities. However, he has noticed inconsistencies in the way transactions are being recorded in the books. He has now approached you to help organize and correctly record the transactions that occurred during the second week of January 2010.

Below is a summary of transactions that require proper classification and posting into the books of account:
The details of the transactions are as follows:
5th January 2010.
- Purchased 20 cartons of fancy goods from Kampala Traders at Ugx 100,000 each, less 10% trade discount. (Invoice No. 12345)
- Purchased 100 bags of cement from Kiwatule Traders at Ugx 22,000 each, less 10% trade discount. (Invoice No. 12456)

6th January 2010,
- Returned 2 cartons of fancy goods to Kampala Traders due to damaged packaging and near expiry. (Credit Note No. 234)
- Returned 10 bags of cement to Kiwatule Traders because they were wet and hardened, making them unusable. (Credit Note No. 456)

7th January 2010
- Bought general merchandise for cash worth Ugx 300,000 to restock urgent fast-moving goods.

8th January 2010
- Sold 12 cartons of fancy goods to Katwe Traders at Ugx 120,000 each, less 5% trade discount. (Invoice No. 1235)
- Sold 40 bags of cement to Kasubi Provision Store at Ugx 24,000 each, less 10% trade discount. (Invoice No. 1236)

8th January 2010.

- Sold assorted goods for cash worth Ugx 350,000.

9th January 2010

- Kasubi Provision Store returned 6 bags of cement, claiming they were torn and spilling during delivery. (Credit Note No. 2346)

Tasks:

i) appropriate journals to:

a) Record all credit purchases with proper calculation of trade discounts.
b) Record goods returned to suppliers, clearly stating reasons and credit note details.
c) Enter all credit sales, applying trade discounts accurately
d) Record goods returned by customers, including appropriate reasons and credit notes.

Note

Ensure accurate use of **dates, invoice/credit note numbers**, and **trade discount calculations**.

Post the transactions to the following ledgers:

a) Purchases Ledger
b) Sales Ledger:
c) General Ledger:
d) Prepare trial balance as at that date.

END

DON'T MISS

"A" LEVEL ENTREPRENEURSHIP AND ECONOMICS SEMINAR ON 4TH OCT 2025