

223/1
ENTREPRENEURSHIP
EDUCATION
Paper 1
2¼ hours



Uganda certificate of Lower secondary education

S.2 END OF TERM II ASSESSMENTS

ENTREPRENEURSHIP EDUCATION

Paper 1

2 hours: 15 MINUTES

Instructions:

- Answer **all** items in section A and select **one** item in section B.

SECTION A.

*Answer **all** items from this section.*

ITEM ONE

Joseph has secured a loan of UGX 7,000,000 and plans to start a restaurant in a busy trading Centre. He does not know the requirements (documents) for registering his business. He also has fear to take the business decision since he has not collected and analyzed information about customer's opinions and complements.

Task

- Identify the challenges joseph faces in the scenario above **(2 scores)**
- Guide joseph on how he can handle the above challenges you have identified. **(10 scores)**
- Advise him on the entrepreneurial characteristics he must possess in order to become successful in his business. **(08 scores)**

ITEM TWO

John and his other three friends saved some money to start up a small-scale business in their locality; however, they are still stuck on what business to start.

Task

- a) What type of business ownership are they intending to form? Give reason. **(02 scores)**
- b) Identify for them any four possible business ideas. **(04 scores)**
- c) What factors can you consider when selecting for them a business opportunity. **(14 scores)**

ITEM THREE

Mr. Kapere, a businessman in Mukono district decided to concentrate on baking cakes because it's where he is knowledgeable and decided to leave production of other products to the rest.

Task

- a) What are the benefits of Mr. Kapere's act of concentrating on only one product? **(06 scores)**
- b) Guide him on factors to consider when selecting his business machines and equipment. **(08 scores)**
- c) Advise him on the modern techniques of marketing his business products. **(06 scores)**

SECTION B.

Answer **one** item from this section.

ITEM FOUR.

Mr. Boss started a bakery project in his village using his personal savings of shs 3,000,000. He started it as a small business but kept on expanding due to good quality services he renders to his customers.

Task.

- a) Explain the factors of production that work together in Mr. Boss' bakery. **(04 scores)**
- b) Prepare for Mr. Boss a production plan for his business. **(06 scores)**
- c) Educate Mr. Boss on how the knowledge of innovation can be important to his business. **(10 scores)**

ITEM FIVE.

The government of Uganda introduced the Electronic Fiscal Receipting and Invoicing Solution (EFRIS) to promote effective tax revenue collection so as to meet government expenditures, however most business people responded by opposing the government initiative due to inadequate knowledge about the role of government revenue. This has made URA to open up another office in Kampala - Kikuubo to sensitize business people on importance of government revenue and also how to use EFRIS system.

Task.

- a) Identify the major challenges in the above scenario and solve them.
(12 scores)
- b) Apart from taxes, advise the government of Uganda on other sources of government revenue.
(08 scores)

END