

P230/1
ENTREPRENEURSHIP
EDUCATION
PAPER 1
July/Aug. 2023
3 hours



KAMOTA MOCK EXAMINATIONS 2023

Uganda Advanced Certificate Of Education

ENTREPRENEURSHIP EDUCATION

Paper 1

3 hours

INSTRUCTIONS TO CANDIDATES

- This paper consists of **two** sections; **A** and **B**
- Answer only **five** questions in all.
- Section **A** is **compulsory**. Answers to this section should be concise.
- Answer only **four** questions from section B.
- All questions in section B carry equal marks.
- Credit will be given for the use of relevant diagrams and illustrations.
- Any additional question(s) attempted **shall** not be marked.
- Begin answers to each number on a fresh page.

Turn over

SECTION A (20 MARKS)

Attempt *all* questions in this section.

- 1.(a) (i) Distinguish between “**developmental**” and “**transitional**” change. (02 marks)
- (ii) Mention any **two** causes of resistance to change at the workplace (02 marks)
- (b) (i) State any **four** sources of business ideas (04 marks)
- (c) (i) Define the term "**gender partnership**" (01 mark)
- (ii) Give any **three** barriers to gender partnership in Uganda (03 marks)
- (d) (i) Distinguish between “**machinery**” and “**equipment**” (02 marks)
- (ii) Name any **two** factors considered by an entrepreneur when making choice of machinery and equipment (02 marks)
- (e) (i) Nsangi Investments Limited had the following items on its Statement of Financial Position:

| Item | Shs. |
|----------------|------------|
| Cash | 20,000,000 |
| Debtors | 40,000,000 |
| Inventories | 30,000,000 |
| Prepaid rent | 40,000,000 |
| Accrued wages | 30,000,000 |
| Bank overdraft | 6,000,000 |

Required:

Determine:

- (i) Gross working capital (02 marks)
- (ii) Current liabilities (02 marks)

SECTION B (80 MARKS)

*Attempt only **four (4)** questions in this section*

2. (a) Explain the ways in which innovation manifests itself in a small business enterprise. **(10 marks)**
- (b) State and explain the different types of innovation in business. **(10 marks)**
3. (a) Comment on the steps followed by an entrepreneur when determining the profitability of a potential business opportunity. **(10 marks)**
- (b) Discuss the factors that affect an entrepreneur's choice of a business location **(10 marks)**
4. (a) Explain the challenges associated with running a family business **(10 marks)**
- (b) Advise family business owners in Uganda on the steps they can undertake to ensure the sustainability of their business enterprises. **(10 marks)**
5. (a) Explain the sales promotion strategies relied upon by entrepreneurs when conducting business. **(06 mark)**
- (b) For what reasons do entrepreneurs carry out sales promotion? **(14 marks)**
6. (a) Explain the activities involved in the training process of employees **(08 marks)**
- (b) Explain the benefits and costs associated with staff training **(12 marks)**
- 7 (a) State and explain the different types of competitive businesses **(08 marks)**
- (b) Explain the merits and demerits of business competition **(12 marks)**

END.