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# UGANDA BUSINESS AND TECHNICAL EXAMINATIONS BOARD

**Business and Humanities Certificate Examinations**

**MAY-JUNE SERIES**

**PROGRAMME**

**CERTIFICATE IN BUSINESS AND MANAGEMENT STUDIES**

**PAPER NAME**

**BASIC ENTREPRENEURSHIP SKILLS**

**PAPER CODE**

**CBMS224**

**YEAR II, SEMESTER II**

**2 ½ HOURS**

**WEDNESDAY, 2<sup>ND</sup> DECEMBER, 2020**

## ***INSTRUCTIONS TO CANDIDATES***

1. This paper consists of **two** sections **A** and **B**.
2. Section **A** is compulsory and carries 20 marks.
3. Section **B** consists of **seven** questions. Answer only **four** questions from this section.
4. All questions carry equal marks.
5. All answers to each question should begin on a fresh page.
6. **Do not** write on the question paper.
7. All answers and rough work should be done in the official answer booklet provided.
8. Read other instructions on the answer booklet

## SECTION A - (20 MARKS)

Answer all questions in this section

### Question One

- (a) Define the term **entrepreneurship**. (02 marks)
- (b) Outline **two** classifications of businesses in Uganda. (02 marks)
- (c) Distinguish between **invention** and **innovation**. (02 marks)
- (d) Identify **two** external factors that affect business activities. (02 marks)
- (e) State **two** benefits of entrepreneurship to the community. (02 marks)
- (f) Outline **two** business ethics towards employees. (02 marks)
- (g) List **two** components of a PESTEL analysis. (02 marks)
- (h) Define the term **quality** as used in entrepreneurship. (02 marks)
- (i) Identify **two** causes of employee conflict in a business. (02 marks)
- (j) State **two** components of a financial plan. (02 marks)

## SECTION B - (80 MARKS)

Answer only four questions from this section.

### Question Two.

- (a) Define the term **motivation**. (02 marks)
- (b) Identify **five** importance of carrying out motivation of staff. (10 marks)
- (c) Suggest **four** ways in which staff/ workers may be motivated. (08 marks)

### Question Three.

A group of women in your sub county started a business but it is not doing well. They have contacted a business expert and they were advised to develop the skills of innovation. As a student of entrepreneurship,

- (a) Advise on **five** sources of the above skills that they should develop. (10 marks)
- (b) Identify **five** principles of the skills mentioned above. (10 marks)

#### Question Four

You have been invited by the chairperson local council to come and address the village council on barriers of entrepreneurship and solutions to them;

- (a) Explain **two** qualities one should possess to succeed as an entrepreneur. (04 marks)
- (b) Identify **four** of the barriers. (08 marks)
- (c) Explain **four** solutions to the above barriers. (08 marks)

#### Question Five

A group of youth in your sub county want to start a business. They were advised that for a business to succeed, the owners should have a business plan. Unfortunately, they don't know who will use this plan and what to include in this plan.

- (a) Identify **five** users of the plan. (10 marks)
- (b) Describe **five** components of the above plan. (10 marks)

#### Question Six

- (a) Define the term **market analysis**. (02 marks)
- (b) Identify **four** sources of business information. (08 marks)
- (c) Explain **five** factors to consider when assessing the market potential of a business. (10 marks)

#### Question Seven.

You attended an entrepreneurship workshop where the youths were advised and given money to start up a partnership business;

- (a) Outline **eight** characteristics of the business. (08 marks)
- (b) Explain **six** advantages of the business. (12 marks)

#### Question Eight.

*Kiboko* enterprises has advertised new jobs among which there is a job where you qualify. Your father brought you an advert for this job so that you may apply. Your desire is that your father gives you start up capital so that you can go for self-employment other than paid employment; as a student of entrepreneurship;

(a) Explain **five** advantages of the type of employment you prefer. (10 marks)

(b) State **five** disadvantages of the kind of employment in 8(a). (10 marks)

**END**