

KIIRA COLLEGE BUTIKI

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP

EDUCATION

Paper 1

LOCK DOWN REVISION QUESTION 2020

SECTION A

1. (a) (i) Mention any two major players in capital markets. (02 marks)
- (ii) State two roles of capital markets in an economy. (02 marks)
- (b) (i) Define the term “entrepreneurship”. (01 mark)
- (ii) Outline three roles of entrepreneurship in economic development. (03 marks)
- (c) (i) What is meant by a marketing plan? (01 mark)
- (ii) State any three factors that should be considered when designing a marketing plan. (03 marks)
- (d) Identify any four factors that affect choice of a communication medium. (04 marks)
- (e) The following information was obtained from the books of Omega enterprises as at 30th. April. 2017.

Average stock	shs. 2,000, 000
Rate of stock turn	5 times
Turnover	shs. 18, 000, 000
Expenses	10% of gross profit

- Determine ;-
- (i) Cost of sales (02 marks)
 - (ii) Net profit ratio. (02 marks)

SECTION B

2. a) Examine the political factors that influence entrepreneurs’ decisions in your country? (12 marks)
- b) Suggest strategies that an entrepreneur can employ to improve the entrepreneurial environment. (08 marks)
3. a) Why is it necessary to offer training to employees in an organization? (08 marks)
- b) Explain the factors that determine employee training and development in an organization. (12 marks)
4. a) Explain the role of Uganda Revenue Authority. (08 marks)

- b) Explain the challenges faced by Uganda Revenue Authority. (12 marks)
- 5. a) Describe the contents of a social enterprise plan. (10 marks)
- b) Explain the social responsibilities of business to a community. (10 marks)
- 6. a) Describe the indicators of good business opportunities. (06 marks)
- b) In what ways can an entrepreneur increase profitability of a business. (14 marks)
- 7. a) Explain the manifestations of good customer care in an enterprise. (10 marks)
- b) Describe the various marketing techniques used by an entrepreneurs. (10 marks)