

**P230/1**  
**ENTREPRENEURSHIP**  
**EDUCATION**

Paper 1  
3 hrs.

**STANDARD HIGH SCHOOL ZZANA**

**Uganda Advanced Certificate of Education**

**Entrepreneurship Education**

Paper 1

3 hours

**INSTRUCTIONS TO CANDIDATES:**

*This paper consists of **two** sections **A** and **B**.*

*Attempt **five** questions only.*

*Section **A** is compulsory. Answers to this section should be **precise** and **concise**.*

*Attempt **four** questions in section **B**.*

***All** questions in section **B** carry equal marks.*

*Credit will be given for use of relevant diagrams and illustrations.*

*Any additional question(s) attempted will not be marked.*

**Turn Over**

## SECTION A: (20 marks)

*Answer **all** questions in this section.*

1. (a) (i) What is meant by 'achievement motivation'? (01 mark)
- (ii) Give any **three** limitations to achievement motivation among entrepreneurs. (03 marks)
- (b) (i) Distinguish between Prime costs and Work costs. (02 marks)
- (ii) Outline any **two** ways of minimizing the costs of production in an enterprise. (02 marks)
- (c) State any **four** ways of controlling the flow of funds in small and medium enterprises. (04 marks)
- (d) (i) Distinguish between a debenture and a share. (02 marks)
- (ii) State any **two** advantages of being a shareholder in a joint stock company. (03 marks)
- (e) Wolokoso trading company had the following particulars as at 31<sup>st</sup> December 2016.

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Machinery	9,000,000
Stock	5,000,000
Debtors	2,000,000
Bank overdraft	7,000,000
Equity	24,600,000
Cash	400,000
Creditors	4,000,000

### **Determine:**

- (i) trading capital, (02 marks)
- (ii) working capital. (02 marks)

## **SECTION B: (80 marks)**

*Answer only **four** questions from this section.*

2.    (a)    Explain the political factors that limit entrepreneurial attitude and intentions in Uganda. (10 marks)  
      (b)    Suggest measures that can be adopted to promote the business environment in the country. (10 marks)
  
3.    (a)    What are the characteristics of social entrepreneurs? (10 marks)  
      (b)    Describe the structure of the social enterprise plan. (10 marks)
  
4.    (a)    Explain the factors that influence production decisions in an enterprise. (10 marks)  
      (b)    Describe the stages of a product life cycle. (10 marks)
  
5.    (a)    Why is there need for taxation? (08 marks)  
      (b)    Examine the factors influencing tax compliance in your country. (12 marks)
  
6.    (a)    Account for differences in wages among workers in an enterprise. (14 marks)  
      (b)    Explain the methods used by employers to remunerate workers in enterprises. (06 marks)
  
7.    (a)    Explain the various laws that are helpful in creating an effective brand. (10 marks)  
      (b)    What are the benefits of developing a personal brand in business? (10 marks)

**END**