

P230/1
ENTREPRENEURSHIP
EDUCATION
Paper 1
3 hours

WAKISSHA

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 1

3 hours

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of two sections, A and B.*
- *Answer five questions only.*
- *Section A is compulsory. Answers to this section should be precise and concise.*
- *Answer four questions from section B.*
- *Credit will be given for use of relevant diagrams and illustrations.*
- *Any additional question(s) answered will **not** be marked.*

SECTION A (20 MARKS)

Answer all questions in this section

1. (a) (i) Distinguish between the “**global environment and technological environment**” (02 marks)
(ii) Outline any **two** salient features of entrepreneurial environment. (02 marks)
- (b) Outline any **four** types of business opportunities that potential entrepreneurs are exposed to. (04 marks)
- (c) State any **two**;
(i) Determinants of sales of a business. (02 marks)
(ii) Factors considered by entrepreneurs in choosing sales promotion strategies. (02 marks)
- (d) (i) Distinguish between **feasible normal capacity** and **normal maximum capacity** as used in technology. (02 marks)
(ii) Mention any **two** characteristics of appropriate technology. (02 marks)
- (e) (i) What is meant by the term **tax compliance**. (01 mark)
(ii) Give any **three** reasons why entrepreneurs should be tax compliant. (03 mark)

SECTION B (80MARKS)

Answer any four questions from this section.

2. (a) Describe the principles followed to ensure effective communication. (10 marks)
(b) Explain the techniques that should be used by entrepreneurs to improve listening skills. (10 marks)
3. (a) Why is it necessary for a social entrepreneur to prepare a social enterprise plan? (10 marks)
(b) Examine the effects of climate change to the natural environment. (10 marks)
4. (a) Explain the factors that affect women participation in entrepreneurial activities. (12 marks)
(b) What measures are being taken by the government of Uganda to promote women entrepreneurship? (08 marks)
5. (a) Describe the structure of a good executive summary. (14 marks)
(b) Explain the rationale of writing a business plan to entrepreneurs. (06 marks)
6. (a) Explain the strategies that are required for effective time management. (12 marks)
(b) What are the indicators of time wastage in an enterprise? (08 marks)
7. (a) Examine the role played by capital market Authority in promoting investment in securities in your country. (08 marks)
(b) Discuss the main contents of a prospectus. (12 marks)

END