

P230/3  
ENTREPRENEURSHIP  
EDUCATION  
Paper 3  
3 hours

WAKISSHA

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 3

3 hours

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of **three** sections A, B and C.*
- *Answer **four** questions only.*
- *Section A is compulsory. Answer any **three** questions from sections B and C, choosing at least **one** question from each section.*
- *All questions carry equal marks.*
- *Any additional questions(s) answered will **not** be marked.*
- *Credit will be given for use of relevant diagrams and illustrations.*

## SECTION A

### Case Study

1. Read the following case study below and answer the questions that follow:-

Ttomi is a small town about 20km on Kampala Mityana high way. Recently Uganda Revenue Authority established a tax collection and check point at that town. All vehicles especially Buses, Lorries and trailers have to stop for tax checking. Those that are found carrying taxable goods and have not paid are assessed and made to pay.

Many other companies have been set up within the area and also residents of the area have established stages for selling various goods like roasted meat, chicken, gonja and potatoes. Companies are being charged taxes like corporation tax at a standard rate of 30% on their chargeable income.

The companies are well planed as they are registered with business names, have organized budgets, they have well laid down production processes and have future plans. They are however limited by the conservative cultures in the society, conservative religious beliefs and also the limited financial support. This has limited their effective operation.

#### Questions

- a) Give any **three** examples of consumers served in this town. (3marks)
- b) Mention any **four** examples of nontaxable goods/service which URA does not charge tax on them. (3marks)
- c) What elements of the business plan were considered by the companies in the case study. (4marks)
- d) Which challenges are being faced by these companies. (3marks)
- e) What measures have been taken up by the government of Uganda to promote small towns like Ttomi mentioned in the case study. (6marks)
- f) Assuming one of the companies gross income for the year 2019 was 95,000,000 and its allowable expenses amounted to Shs 60,000,000. Calculate its chargeable income and determine the amount of tax payable. (6marks)

## SECTION B

### SCHOOL BUSINESS CLUB

Answer at least one question from this section.

2. With reference to a business project owned and operated by your school entrepreneurship business club,
- (a) Describe the business project. (4marks)
  - (b) Explain the process you followed when establishing the business. (6marks)
  - (c) Mention the routine activities that took place in the business. (5marks)
  - (d) (i) Mention the marketing gaps that you identified. (5marks)
  - (ii) How did you fulfill the marketing gaps you identified. (5marks)

3. In relation to your school entrepreneurship club business project;
  - (a) Mention the activities that were involved in marketing of the business products. (5marks)
  - (b) How did you benefit from time management? (6marks)
  - (c) Describe how source documents were used in the business. (4marks)
  - (d) What strategies did you employ to reduce on production expenses in the business. (6marks)
  - (e) Describe the customers of the business? (4marks)

### SECTION C

#### FIELD ATTACHMENT / FIELD TRIP

**Answer at least one question from this section**

4. For any one business enterprise that you were attached to;
  - (a)
    - (i) What type of business were you attached to? (1mark)
    - (ii) Describe the nature of the business. (4marks)
  - (b) Explain how customers' complaints were handled in the business. (5marks)
  - (c) Describe the customers' of the business. (5marks)
  - (d)
    - (i) Mention the challenges that were faced by the business. (5marks)
    - (ii) What strategies did the business employ to overcome the challenges mentioned in d(i) above. (5marks)
5. For any one field trip you made as an individual or a group;
  - (a)
    - (i) State any **three** objectives of the field trip. (3marks)
    - (ii) Mention **four** importances of a good plant layout. (4marks)
  - (b) Describe the size of the business you visited. (4marks)
  - (c) Mention the steps the business took to ensure purchase of quality material. (5marks)
  - (d) How did the business manage risks? (4marks)
  - (e) Advise the owner on the importance of carrying out, merit rating. (5marks)

**END**