

845/2
ENTREPRENEURSHIP
EDUCATION
July/August 2017
2 ½ hours



WAKISSHA JOINT MOCK EXAMINATIONS

Uganda Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of **two** sections A and B.*
- *Section A is **compulsory**. Answers to this section should be precise.*
- *Answer **three** questions from section B.*
- *All questions in section B carry **equal** marks.*
- *Any additional question(s) answered will **not** be marked.*
- *Credit will be given for use of relevant examples and illustrations.*

SECTION A

Answer **all** questions in this section.

1. (a) (i) Define the term Income. (01 mark)
(ii) Give **three** uses of Income. (03 marks)
- (b) Mention any **four** pre-operating expenses in a business. (04 marks)
- (c) State any **four** errors that may affect the trial balance totals. (04 marks)
- (d) (i) What is meant by the term "Advertising". (01 mark)
(ii) Give any **three** factors considered when choosing the medium of advertising a product. (03 marks)
- (e) (i) Define the term market assessment. (01 mark)
(ii) Outline any **three** factors considered when conducting market assessment. (03 marks)
- (f) State any **four** types of business taxes. (04 marks)
- (g) (i) What is meant by the term "business plan". (01 mark)
(ii) Give any **three** elements of a business plan. (03 marks)
- (h) Mention any **four** source documents used in business. (04 marks)
- (i) (i) Define "distribution channel". (01 mark)
(ii) Outline any **three** channels of distribution used in business. (03 marks)
- (j) Give any **four** business laws in Uganda. (04 marks)

SECTION B

Answer any **three** questions.

2. (a) Explain the principles of Insurance. (10 marks)
(b) Describe the various types of Insurance policies. (10 marks)
3. (a) Give the importance of effective communication in business. (10 marks)
(b) Explain the various forms of written communication in an enterprise. (10 marks)
4. (a) Explain the functions of the Central bank in a country. (10 marks)
(b) What are the tools used by the Central bank to control the circulation of money in the country. (10 marks)
5. (a) Distinguish between Sole proprietorship and partnership. (10 marks)
(b) What are the advantages and disadvantages of sole trade business. (04 marks)
6. (a) Explain the business ethics practiced by businesses towards the employees. (16 marks)
(b) What is the importance of business ethics to the business. (10 marks)

END

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Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of two sections A and B.*
- *Section A is compulsory. Answers to this section should be precise.*
- *Answer three questions from section B.*
- *All questions in section B carry equal marks.*
- *Any additional question(s) answered will not be marked.*
- *Credit will be given for use of relevant examples and illustrations.*

SECTION A

Answer **all** questions in this section.

1. (a) (i) Define the term Income. (01 mark)
(ii) Give **three** uses of Income. (03 marks)
- (b) Mention any **four** pre-operating expenses in a business. (04 marks)
- (c) State any **four** errors that may affect the trial balance totals. (04 marks)
- (d) (i) What is meant by the term "Advertising". (01 mark)
(ii) Give any **three** factors considered when choosing the medium of advertising a product. (03 marks)
- (e) (i) Define the term market assessment. (01 mark)
(ii) Outline any **three** factors considered when conducting market assessment. (03 marks)
- (f) State any **four** types of business taxes. (04 marks)
- (g) (i) What is meant by the term "business plan". (01 mark)
(ii) Give any **three** elements of a business plan. (03 marks)
- (h) Mention any **four** source documents used in business. (04 marks)
- (i) (i) Define "distribution channel". (01 mark)
(ii) Outline any **three** channels of distribution used in business. (03 marks)
- (j) Give any **four** business laws in Uganda. (04 marks)

SECTION B

Answer any **three** questions.

2. (a) Explain the principles of Insurance. (10 marks)
(b) Describe the various types of Insurance policies. (10 marks)
3. (a) Give the importance of effective communication in business. (10 marks)
(b) Explain the various forms of written communication in an enterprise. (10 marks)
4. (a) Explain the functions of the Central bank in a country. (10 marks)
(b) What are the tools used by the Central bank to control the circulation of money in the country. (10 marks)
5. (a) Distinguish between Sole proprietorship and partnership. (04 marks)
(b) What are the advantages and disadvantages of sole trade business. (16 marks)
6. (a) Explain the business ethics practiced by businesses towards the employees. (10 marks)
(b) What is the importance of business ethics to the business. (10 marks)

END

845/2
ENTREPRENEURSHIP
EDUCATION
July / August 2015
2 ½ hours



WAKISSHA JOINT MOCK EXAMINATIONS

Uganda Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- This paper consists of **two** sections **A** and **B**.
- Section **A** is **compulsory**. Answers to this section should be precise.
- Answer **three** questions from section **B**.
- All questions in section **B** carry **equal** marks.
- Any additional question(s) answered will **not** be marked.
- Credit will be given for use of relevant examples and illustrations.

SECTION A (40 MARKS)

1. (a) Mention **four** major players in the capital markets. (04 marks)
- (b) (i) What is meant by the term Decision making? (01 mark)
- (ii) Outline any **three** factors that influence the decision making process. (03 marks)
- (c) (i) Distinguish between self-employment and paid employment. (02 marks)
- (ii) State any **two** advantages of self-employment. (02 marks)
- (d) Give **four** ethical behavior shown by the entrepreneur towards the employees. (04 marks)
- (e) (i) Define a share? (01 mark)
- (ii) Mention **three** challenges of being a shareholder. (03 marks)
- (f) Outline any **four** books of accounts kept by an entrepreneur? (04 marks)
- (g) (i) What is meant by the term management? (01 mark)
- (ii) Give any **three** management tasks in business. (03 marks)
- (h) State any **four** customer's perception about quality. (04 marks)
- (i) Define a goal. (01 mark)
- (ii) Mention any **three** characteristics of a good goal. (03 marks)
- (j) (i) What is a contract? (01 mark)
- (ii) Give **three** circumstances under which a contract may be discharged? (03 marks)

SECTION B (60 MARKS)

2. (a) (i) Define the term distribution channel. (02 marks)
- (ii) Describe the various types of distribution channels. (08 marks)
- (b) Explain the factors considered when selecting the medium of advertising in small enterprises. (10 marks)
3. (a) Describe the steps involved in the business start-up process. (10 marks)
- (b) Explain the reasons for conducting market survey in business. (10 marks)
4. (a) What is the importance of communication to an entrepreneur? (10 marks)
- (b) Explain the essential elements of effective communication in business. (10 marks)
5. (a) What are the principles of taxation? (10 marks)
- (b) Explain the various types of direct taxes. (10 marks)
6. (a) Define the term packaging. (02 marks)
- (b) What is the importance of packaging in an enterprise? (18 marks)

END

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**ENTREPRENEURSHIP
EDUCATION**
July / August 2013
2 ½ hours



WAKISSHA JOINT MOCK EXAMINATIONS

Uganda Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- *This paper consists of two sections A and B.*
- *Answer **all** questions in section A and Any **three (3)** questions in section B.*
- *Any additional question(s) answered will **not** be marked.*
- *All questions in section B carry equal marks.*
- *Credit will be given for use of relevant examples and illustrations.*

SECTION A (40 MARKS)

1. a) (i) Define the term "career". (1mark)
(ii) State any **three** areas that provide career opportunities. (3marks)
- b) Give **four** types of long-term business funds. (4mark)
- c) (i) Distinguish between 'direct costs' and 'indirect costs'. (2marks)
(ii) Give **two** examples of direct costs. (2marks)
- d) (i) What is meant by the term "Communication" (1mark)
(ii) State **three** forms of communication in business (3marks)
- e) (i) Define the term 'employee' (1mark)
(ii) Give **three** factors to consider when deciding the number of employees. (3marks)
- f) (i) Define the term 'Central bank' (1mark)
(ii) Give **three** tools of monetary policy used by the central bank. (3marks)
- g) (i) Give **two** reasons why it is necessary to interpret financial statements. (2marks)
(ii) A business has the following information;
- | | |
|---------------------|--------------|
| Fixed Assets | Shs. 200,000 |
| Current Assets | Shs. 100,000 |
| Current Liabilities | Shs. 50,000 |
| Net profit | Shs. 80,000 |
- Calculate the rate of return on capital. (2marks)
- h) i) Distinguish between 'tax compliance' and 'tax evasion'. (2marks)
ii) Give **two** positive roles of taxes in your country. (2marks)
- i) i) Define 'job description'. (2marks)
ii) Give **two** contents of job description. (2marks)
- j) i) Define the term "Business plan" (1mark)
ii) Give **three** components of a business plan. (3marks)

SECTION B (60 MARKS)

2. a) What are the causes of unemployment in your country. (14marks)
b) How can this problem be reduced. (6marks)
3. a) Outline the contents of a partnership deed. (8marks)
b) Explain any **six** merits of a partnership business over sole trade businesses. (12marks)
4. a) Outline the challenges faced by the manufacturing business in Uganda. (10marks)
b) How can these challenges be overcome. (10marks)
5. a) Explain the principles of insurance. (10marks)
b) Explain any **five** types of insurance policies in business. (10marks)
6. a) Distinguish between sales promotion and advertising. (4marks)
b) Explain the various methods used by an entrepreneur to increase on the sales of his products. (16marks)

- END -

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ENTREPRENEURSHIP
EDUCATION
July / August 2011
2 ½ hours



WAKISSHA JOINT MOCK EXAMINATIONS

Uganda Certificate of Education

ENTREPRENEURSHIP
EDUCATION

Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- Attempt *four* questions in all.
- Section A is *compulsory* and answers to this section should be precise and concise
- Choose *three* questions in section B.
- All questions in section B carry equal marks.

SECTION A (40 MARKS)

1. a) (i) Define "work" (1 marks)
(ii) Give any **three** different types of work in your community. (3 marks)
- b) (i) What is saving? (2 marks)
(ii) Give any **two** ways of increasing savings in your country. (2 marks)
- c) Identify any **four** challenges of manufacturing business. (4 marks)
- d) (i) What is potential market? (2 marks)
(ii) Give any **two** factors used in assessing market potential for a product. (2 marks)
- e) Give any **four** differences between selling and marketing. (4mark)
- f) Identify any **four** ways through which an entrepreneur can raise capital for a business. (4 marks)
- (g) (i) Differentiate between merchant banks and commercial banks. (2 marks)
(ii) Identify any **two** ways of transferring money from one account to another in a commercial bank. (2 marks)
- (h) (i) What is a contract? (1mark)
(ii) Give **three** circumstances under which a contract may be terminated. (3marks)
- (i) Identify any **four** techniques an entrepreneur may use while dealing with difficult customers. (4marks)
- (j) Given that;
Cost of sales shs 500,000
Opening stock shs 150,000
Net purchases shs 600,000
Determine
Closing stock (4marks)

SECTION B (00 MARKS)

2. (a) Differentiate between entrepreneur and entrapreneur. (4marks)
(b) Explain the qualities of a successful entrepreneur. (16marks)
3. (a) Explain the steps involved in setting up a business. (10marks)
(b) How can business be harmful to the environment? (10marks)
4. (a) Explain the different ways an entrepreneur can use to promote his business products. (10marks)
(b) How can salesmanship be improved in business? (10marks)
5. (a) What are the functions of a Central Bank (8marks)
(b) Explain the tools used by a Central Bank to control money supply in the country. (12marks)
6. (a) Under what circumstances may an entrepreneur sell goods on credit. (10 marks)
(b) Explain the demerits of credit selling in a business. (10marks)
7. (a) What are the essentials of effective communication? (6marks)
(b) Explain the likely barriers to effective communication in an enterprise. (14marks)

- END -

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ENTREPRENEURSHIP
EDUCATION
July / August 2012
2 ½ hours



WAKISSHA JOINT MOCK EXAMINATIONS

Uganda Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- Attempt *four* questions in all.
- Section A is *compulsory* and answers to this section should be *precise and concise*.
- Choose *three* questions in section B.

SECTION A (40 MARKS)

1. a) (i) Define the term "Work". (1mark)
(ii) State any **three** values of doing work. (3marks)
- b) (i) Define the term "agro-processing". (1mark)
(ii) Mention any **three** types of manufacturing businesses. (3marks)
- c) (i) What is advertising? (1mark)
(ii) Give any **three** factors an entrepreneur should consider when choosing a medium of advertising a product. (3marks)
- d) (i) What is meant by a "financial plan"? (1mark)
(ii) State any **three** uses of a financial plan. (3marks)
- e) (i) Define "business ethics". (1mark)
(ii) Mention **three** business ethics towards employees. (3marks)
- f) (i) Give **two** reasons why it is necessary to keep business records. (2marks)
(ii) A business has the following information;
Fixed Assets Shs. 500,000
Current Assets Shs. 200,000
Current Liabilities Shs. 100,000
Net profit Shs. 80,000
Calculate the rate of return on capital. (2marks)
- g) Identify any **four** roles of taxes in your country. (4marks)
- h) (i) Define "job description". (1mark)
(ii) Give **three** contents of job description. (3marks)
- i) (i) Distinguish between "indemnity" and "subrogation". (2marks)
(ii) Give **two** examples of insurable risks in business. (2marks)
- j) (i) Define "stock exchange". (1mark)
(ii) Identify any **three** functions of Uganda Security Exchange. (3marks)

SECTION B (60 MARKS)

2. a) Outline the role of agri-businesses in the development of the country. *(10marks)*
b) What are the challenges of agri-businesses in your country? *(10marks)*
3. a) Explain the functions of the Central Bank. *(8marks)*
b) Explain the challenges facing the banking industry in Uganda today. *(12marks)*
4. a) Explain any **four** ways through which an entrepreneur can distribute his products. *(8marks)*
b) What factors are considered when choosing the distribution channel? *(12marks)*
5. a) Define “business contract”. *(2marks)*
b) Under what circumstances may a contract be terminated? *(18marks)*
6. a) Explain the importance of packing a product for sale. *(12marks)*
b) What factors should an entrepreneur consider when choosing a wrapping material. *(8marks)*

- END -

845/2
ENTREPRENEURSHIP
EDUCATION
July / August 2010
2 ½ hours

WAKISSHA JOINT MOCK EXAMINATIONS

Uganda Certificate of Education

ENTREPRENEURSHIP
EDUCATION

Paper 2

2 hours 30 minutes

INSTRUCTIONS TO CANDIDATES:

- Attempt *four* questions.
- Section A is *compulsory* and answers to this section should be *precise and concise*
- Answer *three* questions in section B.
- Credit will be given for use of relevant diagrams.

SECTION A (40 MARKS)

1. a) Identify any four sources of business capital. (4marks)
- b) (i) Differentiate between self-employment and paid employment. (2 marks)
- (ii) Give two advantages of self-employment. (2marks)
- c) Identify any four causes of business failure. (4 marks)
- d) (i) Distinguish between public limited company and private Limited companies (2marks)
- (ii) Mention two disadvantages of public limited companies. (2marks)
- e) (i) Define 'Quality control'. (1mark)
- (ii) Give any three ways of ensuring quality in the production process. (3 marks)
- f) State four elements of a business plan (4 marks)
- | | Shs. |
|-----------------------|-----------|
| (g) Given Fixed Asset | 8,000,000 |
| Current Assets | 3,600,000 |
| Long-term liabilities | 4,200,000 |
| Current liabilities | 1,500,000 |
- Calculate;
- (i) Working Capital (2marks)
- (ii) Net worth of the business. (2marks)
- (h) (i) Define a cheque. (1mark)
- (ii) Identify any three circumstances under which a cheque may be dishonoured. (3marks)
- (i) Give four conditions for termination of a contract (4marks)
- (j) Identify any four ways how entrepreneurs can deal with difficult customers. (4marks)

SECTION B (60 MARKS)

2. (a) Explain the challenges of agri-business in your country. (10marks)
(b) Identify the ways in which the challenges can be minimised. (10 marks)
3. (a) Define 'Market Assessment'. (4 marks)
(b) Explain the factors considered when conducting market assessment. (16mks)
4. (a) Describe the steps followed in personal selling. (10marks)
(b) Explain the qualities of a good salesman. (10marks)
5. (a) Describe the components of a marketing plan. (10 marks)
(b) Explain the importances of business planning. (10 marks)
6. (a) Describe how businesses benefit from the natural environment. (8 marks)
(b) Explain the effects of business activities to the environment. (12 marks)
7. (a) Describe the factors considered by entrepreneurs when choosing the mode of transport. (12marks)
(b) Explain the importance of transport in planning a business. (8 marks)

- END -

845/2
ENTREPRENEURSHIP
EDUCATION
Paper 2
July / August 2009
2 ½ hours.

WAKISSHA JOINT MOCK EXAMINATIONS
Uganda Certificate of Education
ENTREPRENEURSHIP EDUCATION
Paper 2
2 hours 30 minutes

INSTRUCTIONS

- Answer *only four* questions in all.
- Section "A" is *compulsory*. Answers to this section should be precise.
- Answer *three* questions from section B.
- Credit will be given for use of relevant diagrams and illustrations.

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SECTION A (40 marks)

1. (a) (i) Define the term income . (1 mark)
(ii) State any three types of income. (3 marks)
- (b) (i) What is meant by depreciation? (1 mark)
(ii) Given that an asset has a cost value of Uganda sh.200,000/= and is depreciating at a rate of 5% per annum, using a reducing balance method. Calculate the value of the asset in the third year. (3 marks)
- (c) (i) Define the term market research (1 mark)
(ii) Identify three importances of market research. (3 marks)
- (d) Identify any four causes of business failure. (4 marks)
- (e) Identify four importances of sales promotion. (4 marks)
- (f) (i) Distinguish between sole proprietorship and partnership.(2 marks).
(ii) Give two advantages of partnership. (2 marks)
- (g) (i) What is meant by business plan. (1 mark)
(ii) Mention three components of a business plan. (3 marks)
- (h) State any four principles of insurance. (4 marks)
- (i) (i) What are “business ethics”? (1 mark)
(ii) Identify any three business ethics to a customer. (3 marks)
- (j) Identify any four uses of financial statements. (4 marks)

SECTION B (60 MARKS)

2. (a) Distinguish between saving and investment. (4 marks)
(b) Explain the factors that influence the level of savings of individuals. (16 marks)
3. (a) Explain the challenges of agri -- businesses in Uganda . (10 marks)
(b) How can these challenges be overcome? (10 marks)
4. (a) Describe the functions of management in a small enterprise.(10 marks)
(b) Explain the importance of management in business. (10 marks)
5. (a) How can business activities affect the environment? (10 marks)
(b) Explain the various ways in which business can protect the environment. (10marks)
6. (a) Distinguish between Merchant Banks and development Banks.(4 marks).
(b) Explain the functions of Commercial Banks in your country. (16 marks).

END