

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

PAPER 3

3HOURS

INSTRUCTIONS TO CANDIDATE

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

1. Read the case study of Rwakataka mixed farm and answer questions that follow

Rwakataka bought a declining mixed farm from Rwakojo who had made losses for the past three years and had many debts to pay due to many credit sales. He renamed his farm as NEW HOPE MIXED FARM. Through research he discovered that the farm had failed to recover many debts and was generally poorly managed. Rwakataka obtained helpful advice from various sources like veterinary experts, successful mixed farmers among others. His curiosity for more knowledge took him into agricultural trade shows. Watched television programmes on farming and also read PAKASA articles in the newspapers. Daily he could sit alone thinking on how to improve the farm while noting down every constructive idea that came into his mind. Despite all the challenges the farm faced, Rwakataka was determined to renew the farm. He planned and restocked the farm animals. He also researched and discovered that there was high demand for rice and beans by the education institutions.

The farm acted and increased the output of the two crops. He also encouraged his workers to believe that the farm could improve. Through his weekly meetings with the workers to brainstorm on the way forward. He built good relationship with them. The farm recruited a very hardworking farm manager called Joseph who vigorously implemented new policies. In addition to increased advertising of its products and regular communications to old and thenew customers. Today the customer population has increased from 150 per month to 500 per/month. This increased the total monthly sales from shs. 2,000,000 to shs 30,000,000= Rwakataka believes in healthy competition. His target is to ensure good business ethics towards competitors in his meeting with the employees, he has kept reminding them of the positive change. Indeed the new roles that were set to improve the farm motivated the employees and they did their best always. Unfortunately an arsonist later set part of the farm buildings on fire. But on a good

note Rwakataka had already insured the farm against fire. He kept remarking “no barrier shall stop me from becoming the best in the area”.

Questions:

- (a). Explain the ways that Rwakataka used for improving his creativity. **05mks**
- (b). What procedures did Rwakataka follow to buy an insurance policy? **05mks**
- (c). Explain some of the factors Rwakataka considered when recruiting the farm manager. **06mks**
- (d) (i). Advise Rwakataka on how to manage any future credit sales. **05mks**
(ii). what lessons can one learn from the case study? **04mks**

SECTION B
SCHOOL BUSINESS CLUB
Answer at least one question from this section

- 2. In relation to a business project owned by your school club:
 - (a). Describe the business project your school carried out. **08mks**
 - (b). Explain four sources of finance for the business. **04mks**
 - (c). Give five factors that favoured the establishment of the business project in the school. **05mks**
 - (d). Describe operational activities of the business project. **08mks**
- 3. With reference to a business project owned by your business club.
 - (a). Present the general description of the business of your business project. **08**
 - (b). Explain the factors that promoted the generation of the business idea. **05mks**
 - (c). Describe the techniques you had to cope with change in your business project. **05mks**
 - (d). Present the work plan of your business project. **08mks**

SECTION C FIELD ATTACHMENT / FIELD TRIP
Answer at least one question from this section

- 4. For any field attachment carried out

- (a). Give the general description of the business you were attachment to:**06mks**
- (b). Explain any six responsibilities you were assigned while on your attachment
06mks
- (c). Explain any skills you acquired from the business you were attached to.
06mks
- (d). Describe the factors considered by the business owner when making choice of suppliers of quality production requirements.**07mks**
5. For any one business field trip you made as an individual or group.
- (a) (i). State three objectives of the field trip **03mks**
(ii). Draw a lay out of the business you visited**03mks**
- (b). How does the business you visited market its products?**07mks**
- (c). Explain the problems faced by the business you visited **06mks**
- (d). What recommendations can you give the business visited to address the problems in C above ?**06mks**

END