

**P230/3**

**ENTERPRENUERSHIP**

**EDUCATION**

Paper 3

**June 2017**

**3 hours**

**RESOURCE MOCK EXAMINATIONS, 2017**

*Uganda Advanced Certificate of Education*

**S.6**

**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*

*Either answer **two** questions from Section **B** and **one** question from Section **C** or vice versa.*

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

## SECTION A

### ANSWER ALL PARTS OF THIS SECTION

#### READ THE CASE STUDY AND ANSWER THE QUESTIONS THAT FOLLOW

Abdul had been operating his service station for twenty years. He did everything himself, pumped and repaired engines, kept books, fixed tyres, drove the tow truck, and always treated his customers well. Over the years the business expanded that he couldn't do everything himself anymore.

He decided to hire a helper, not an easy decision for him to make. He knew about all the trouble small businesses in the area had experienced in trying to get and keep good workers. Abdul thought that if he went about the hiring process in the right way, he shouldn't have all the problems the other businesses had had. Here is how Abdul reasoned:

“ I really have two problems. One is finding the right person and the other is keeping that person trained. It is easy to lose a good worker”. Other entrepreneurs may try to take my helper away once he/she has been trained. To make sure I get the right person, I will do these things:

- i) Figure out what jobs I want my helper to do and what jobs to keep doing myself.
- ii) Describe the job in detail so the helper knows exactly what he/she is expected to do
- iii) Write down what type of person I want. I don't want everybody to think they can qualify for the job.
- iv) After I have done these things, I will write a job advertisement. Below is Abdul's advertisement:

**WANTED.** Helper for Service Station.

Good opportunity for neat, honest and reliable worker.

Must have previous service station experience.

Apply in writing or call Abdul's service Station, East Hill Rd., Plot 26 Mayuge Town.

P.O. Box 20, Mayuge

Tel. 0709303435

**Questions:**

- a) Describe the type of business operated by Abdul. (03 marks)
- b) Identify five attributes of a good boss. (05 marks)
- c) State and explain briefly the possible sources of employees to an enterprise. (05 marks)
- d) What are the causes of labour turnover in an enterprise? (05 marks)
- e) What can be done to enhance the performance of employees? (05 marks)
- f) List the main specifications for the helper desirable by Abdul Service Station. (02 marks)

**SECTION B**

Answer at least one question from this section.

2. With reference to a business project owned by your school business club.

- a) Give the general description of the project owned by your school business club. (04 marks)
- b) Show how you raised the start-up capital . (04 marks)
- c) Explain the marketing strategies used by your club (06 marks)
- d) Identify the entrepreneurial skills you have acquired from the business club. (05 marks)
- e) Describe the production activities of your project. (06 marks)

3. With reference to a business project owned by your school business club;

- a) Give the general description of the business project you carried out. (04 marks)
- b) Explain the factors that favoured the establishment of the business project in your school. (04 marks)
- c) Describe how innovative you were in your project. (05 marks)
- d) Examine the impact of your project on the environment. (04 marks)
- e. i) What challenges did your project encounter? (04 marks)
- ii) Explain the measures you took to overcome the challenges in e(i) above. (04 marks)

### **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 attached to (04 marks)
- b) (i) List any three source documents used by the business you were attached to. (03 marks)
- (ii) Explain how the source documents in b(i) above were being used. (03 marks)
- c) Identify any three competitive advantages of the business you were attached to. (03 marks)
- d)(i) Identify any three market gaps in the business environment. (03 marks)
- ii) Advise the business owner on how to fill the gaps identified in d(i) (03 marks)
- e) Explain the entrepreneurial skills you acquired from the business? (06 marks)

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5. For any one business field trip you made as an individual or a group;

a) (i) State any two objectives of the field trip. (02 marks)

(ii) Describe the business you visited (02 marks)

(iii) Draw a lay out of the business you visited (03 marks)

b) How does the business you visited market its products? (03 marks)

c) (i) Explain the problems faced by the business you visited. (05 marks)

ii) What recommendations can you give the business visited to address the problems in c(i) above? (04 marks)

d) How does the business you visited handle credit or debt management? (03 marks)

e) What contributions does the local community make to the business you visited?

**\*\*END\*\***