

**P230/1
ENTREPRENUERSHIP
PAPER I
JULY / AUGUST, 2016
3HOURS**

**UGANDA ADVANCED LEVEL OF EDUCATION
RESOURCEFUL MOCK 2016
S.6 ENTREPRENUERSHIP
PAPER I**

INSTRUCTION TO CANDIDATES:

- This paper consists of section A and B
- Answer five questions from this paper
- Section A is Compulsory and Answers must be precise
- Choose any four questions from section B and all questions carry equal marks
- Credit will be awarded to relevant use of diagrams and illustrations.
- Any additional question (s) answered will not be marked.

SECTION A (20MARKS)

(Answer all questions from this section)

1. (a) Define the term Entrepreneurial motivation (01mark)
(ii) Mention any two objectives of Entrepreneurial culture (03marks)

(b) A trading company had the following balance as at 31st December 2014

Items	shs
Opening stock	7,000,000
Purchases	2,000,000
Sales	9,500,000
Closing stock	500,000
Gross profit	1,000,000

Calculate

- (i) Rate of turnover (02marks)
(ii) Mark up (02marks)
- (c) (i) Define the term product (01mark)
(ii) Mention any three factors considered when developing a product. (03marks)
- (d) (i) Distinguish between an action plan and an organizational plan. (02marks)
(ii) Mention any two factors considered when developing a production Plan. (02marks)
- (e)(i) Define the term capital markets. (01mark)
(ii) Mention any three instruments. (03marks)

SECTION B.

2. (a) Under what circumstances may an Entrepreneur carry out market survey (10marks)

- (b) Describe the techniques used by Entrepreneurs in Uganda to make their products unique (10marks)
3. (a) Describe steps involved when obtaining an insurance policy (10marks)
(b) Explain the importances of insurance Companies to Entrepreneurs in your country (10marks)
4. (a) Explain the characteristics of entrepreneurial environment. (10marks)
(b) Examine the economic factors that influence the entrepreneurial attitudes and opportunities.
5. (a) What are the principles of effective personal branding? (10marks)
(b) Why is it necessary to develop a personal brand? (10marks)
6. (a) Explain causes and solutions to high labour turnover (12marks)
(b) Explain the purpose of training employees. (08marks)
7. (a) Explain the problems faced during tax administration in Uganda. (10marks)
(b) Suggest measures of overcoming the probe faced during tax administration (10marks)

END