

P230/1
ENTREPRENEURSHIP
EDUCATION

Paper 1
23 July 2018
3 hours



ENTEebbe JOINT EXAMINATION BUREAU

Uganda Advanced Certificate of Education

ENTREPRENEURSHIP EDUCATION

Paper 1

3 hours

INSTRUCTIONS TO CANDIDATES:

This paper consists of two Sections A and B.

Section A is compulsory.

*Attempt only **four** questions in Section B.*

All questions in Section B carry equal marks

Begin each number on a fresh page.

Credit will be given to the use of relevant illustrations and diagrams.

Any extra question(s) shall not be assessed.

SECTION A (20 MARKS)

Answer all questions in this Section.

1. (a) (i) Distinguish between **employee orientation** and **employee appraisal**. (02 marks)
- (ii) State any **two** reasons for employee appraisal. (02 marks)
- (b) (i) What is a **withholding tax**? (01 mark)
- (ii) Mention any **three** examples of withholding tax. (03 marks)
- (c) (i) Distinguish between **entrepreneurial innovation** and **entrepreneurial invention**. (02 marks)
- (ii) Mention any **two** types of innovation that entrepreneurs can undertake in an enterprise. (02 marks)
- (d) (i) What is **negotiation** as used in entrepreneurship? (01 mark)
- (ii) State any **three** techniques required for successful negotiation. (03 marks)
- (e) State any **four** principles of purchasing. (04 marks)

SECTION B (80 MARKS)

Answer any four questions from this Section.

2. (a) Explain the environmental threats caused by unsustainable use of resources. (10 marks)
- (b) Suggest ways of minimizing environmental threats caused by unsustainable resource usage. (10 marks)
3. (a) Why is it necessary to ensure proper management of inventory? (10 marks)
- (b) Discuss the factors influencing the choice of suppliers of raw materials in business. (10 marks)

4. (a) Describe the process of determining the profitability of a potential business. *(10 marks)*
- (b) Assess the factors that determine the level of profits of a potential business. *(10 marks)*
5. (a) Discuss the behavioral characteristics associated with the strong need for achievement. *(10 marks)*
- (b) Explain the factors that enhance the development of a positive mental attitude among entrepreneurs. *(10 marks)*
6. (a) Examine the economic factors that foster the level of entrepreneurship growth and development. *(10 marks)*
- (b) In what ways can the economic entrepreneurial environment be improved? *(10 marks)*
7. (a) Explain the personnel requirements of business. *(10 marks)*
- (b) Describe the responsibilities of personnel management in business. *(10 marks)*