

**ENTREPRENEURSHIP P230/1 ADVANCED LEVEL MOCKS 2024 COMPILED EDITION FOR  
REVISION  
RESEARCHED AND COMPILED BY MPALAGANYI ERIC BUSINESS EDUCATION TEACHER  
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Preface:

This document comprises of the following MOCKS set in 2024;

- 1) **ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC)**
- 2) **ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITELE)**
- 3) **ASSOCIATION OF CATHOLIC SCHOOLS AND TEACHERS IN KAMPALA ARCHDIOCESE (ACEITEKA)**
- 4) **BRIGHT EXAMINATIONS BOARD (BEB)**
- 5) **ERETA EDUCATION CONSULTS (ERETA)**
- 6) **HES MOCK EXAMINATIONS**
- 7) **JINJA JOINT EXAMINATIONS BOARD (JEBB)**
- 8) **JOURNEY OF SUCCESS EXAMINATIONS BOARD (JOS)**
- 9) **KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA)**
- 10) **KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA)**
- 11) **KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA)**
- 12) **KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KASSEC)**
- 13) **LIGHT EXAMINATIONS BUREAU (LEB)**
- 14) **MASAKA DIOCESAN EXAMINATIONS BOARD (MACIDATA)**
- 15) **MATIGO EXAMINATIONS BOARD (MATIGO)**
- 16) **MEBU EXAMINATIONS CONSULT**
- 17) **NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB)**
- 18) **UGANDA MARTRYS S.S NAMUGONGO, ST JOSEH'S SS NAGGALAMA, SEETA HIGH SCHOOL (MAIN) & SEETA HIGH SCHOOL MUKONO (UNASSE)**
- 19) **UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA)**
- 20) **UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA)**
- 21) **UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES)**
- 22) **UGANDA TECAHERS' EDUCATION CONSULT (UTEK)**
- 23) **WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA)**

# SECTION A QUESTIONS FROM P230/1 2024 MOCKS

## TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION

### MATIGO P230/1 2024 MOCK

- i) Distinguish between ethics and business ethics (02 marks)
- ii) Give any two principles of business ethics (02 marks)

### NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK

- i) Distinguish between creativity and innovation. (02 marks)
- ii) Outline any two features of innovative employees in an enterprise. (02 marks)

### NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK

- i) Distinguish between **risk taking** and **risk assessment**. (02 marks)
- ii) Mention any two factors influencing risk assessment in an enterprise. (02 marks)

### KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) P230/1 2024 MOCK

- (i) Distinguish between "developmental" and "transitional" change. (02 marks)
- (ii) Mention any two causes of resistance to change at the workplace (02 marks)

### UGANDA TEACHERS' EDUCATION CONSULT (UTEK) P230/1 2024 MOCK

- (i) Define the term **ethics** in relation to business. (01 mark)
- (ii) Identify **three** ethical values observed by business men. (03 marks)

### ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITEK) P230/1 2024 MOCK

- (i) Mention any **two** ways businesses should behave towards the Government. (02 marks)
- (ii) State any **two** unethical behaviors practiced by businesses towards employees. (02 marks)

### HES MOCK EXAMINATIONS P230/1 2024

- (i) What is meant by *career*? (01 mark)
- (ii) State three factors that influence the choice of a career in your country. (03 marks)

### LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK

- (i). Distinguish between a medium and feedback as applied to communication in business. (02 marks)
- (ii). Discuss any three barriers to effective communication in business. (06 marks)

### LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK

- (i). What is meant by the term Transitory change? (02marks)  
(ii). Mention any three factors that have continued to make it hard for business owners to be flexible in the business world. (03 marks)

#### **MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

- (i). Define the term negotiation as it is used in entrepreneurship education. (01 marks)  
(ii). Mention three personal attributes of good negotiators. (03marks)

#### **KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

- (i) Mention any **two** managerial skills possessed by an entrepreneur. (02 marks)  
(ii) State any **two** relevancies of maintaining business ethics (02 marks)

#### **KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

- (i) Distinguish between "developmental" and "transitional" change. (02 marks)  
(ii) Mention any two causes of resistance to change at the workplace (02 marks)

#### **UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

- i) Define the term entrepreneurial culture (01 mark)  
ii) Outline any three objectives of developing entrepreneurial culture (03 marks)

#### **UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- i) What is meant by innovation in entrepreneurship? (01 mark)  
ii) List any three factors that influence innovations in business management? (03 marks)

#### **UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- i) Define the term delegation as used in business management (01 mark)  
ii) Outline any three advantages of delegation of authority in business management (03 marks)

#### **MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

- i) Define the term 'entrepreneurial motivation' (01 mark)  
ii) Outline any three traits possessed by successful entrepreneurs with strong desire to achieve. (03 marks)

#### **UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- (i) What is meant by a risk situation? (01 mark)  
(ii) State any three factors considered when choosing a risk situation (03 marks)

#### **KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU**

**(KAMSSA) P230/1 2024**

- (i) What is meant by the term achievement motivation? (01 mark)  
(ii) Give three ways of promoting entrepreneurial motivation (03 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

State any four negotiation skills in entrepreneurship (04 marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- (i) Distinguish between an entrepreneur and an enterprising person (02 marks)  
(ii) List any two rewards of being an entrepreneur (02 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

- (i) What is meant by the term entrepreneurial competencies? (01 mark)  
(ii) Outline three competencies required for successful entrepreneurship (03 marks)

**TOPIC 2 ENTREPRENEURIAL ENVIRONMENT**

**LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK**

- (i). What is meant by the term a political environment? (02 marks)  
(ii). Mention any two traits of a political environment. (02 marks)  
(iii). Outline any three political factors that affect entrepreneurship in your country. (03 marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

Mention any four demographic factors that promote entrepreneurial decisions in Uganda (04 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

Ritah is in the process of starting a juice processing factory

a) Mention any two

- (i) Economic factors that may influence the entrepreneurial attitude (02 marks)  
(ii) Business laws she should observe (02 marks)

**TOPIC 3 SOCIAL ENTREPRENEURSHIP**

**MATIGO P230/1 2024 MOCK**

- i) What is meant by the term sustainable development as used in social entrepreneurship? (01 mark)  
ii) Mention any three strategies for promoting sustainable development (03 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

- (i) What is meant by sustainable development? (01 mark)

(ii) Give any three remedies to climate change in Uganda. (03marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

(i) Distinguish between social entrepreneurship and social innovation (02 marks)

(ii) Mention any two elements of a social enterprise plan (02 marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

Mention any four effects of climate change on business activities (04 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

(i) Differentiate between a social enterprise and a business enterprise (02 marks)

(ii) Mention any two contents of a social enterprise plan (02 marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

(i) List two components of theory of change (02 marks)

(ii) Outline any two environment protection bodies in Uganda (02 marks)

**TOPIC 4 BUSINESS IDEAS**

**MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

(c). How are business ideas protected in business? (04marks)

**KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

(i) State any four sources of business ideas (04 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

State any two:

(i) Determinants of sales of a business. (02marks)

(ii) Perspectives of analyzing a business idea. (02marks)

**UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

Mention any four factors that can be used to evaluate a business idea (04 marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

Distinguish between feasibility and viability of a business idea (02 marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

(i) Define the term prototype (01 mark)

(ii) Mention any three factors considered when evaluating a business idea (03 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

- (i) Define the term proto type as used in entrepreneurship (01 mark)  
(ii) Identify any three perspectives of analysing a business idea (03 marks)

### **TOPIC 5 BUSINESS OPPORTUNITIES**

#### **JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

Outline any two

- (i) Types of business opportunities (02 marks)  
(ii) Tools for carrying out business idea survey (02 marks)

#### **WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

- (i) Distinguish between a business idea and business opportunity (02 marks)  
(ii) When close to a swamp, identify any two agribusiness opportunities one can engage in (02 marks)

### **TOPIC 6 SMALL AND MEDIUM ENTERPRISES**

#### **MATIGO P230/1 2024 MOCK**

- i) Mention the factors that necessitate good relationship between family and business (02 marks)  
ii) What are the challenges associated with family business (02 marks)

#### **NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK**

- c) State any four causes of family business failure. (04 marks)

#### **MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

Mention any two ways:

- (i) Ways on which entrepreneurs ensure sustainable development of SMES. (02 marks)  
(ii) Environmental threats caused by poor use of resources by business people. (02 marks)

#### **UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- Give any four reasons why family businesses are not operating well in your country (04 marks)

#### **ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

Give any four factors that should be considered by the insurer when determining insurance premium

#### **MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

**Give any two:**

i) reasons why entrepreneurs prefer to legalise their businesses (02 marks)

### **TOPIC 7 GENDER AND ENTREPRENEURSHIP**

#### **MATIGO P230/1 2024 MOCK**

- i) Define the term gender partnership as used in entrepreneurship (01 mark)  
ii) Give any three objectives of promoting gender partnership (03 marks)

#### **UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK**

- (i) Define **gender partnership**. (01 mark)  
(ii) Identify any **three** myths related to gender in your community. (03 marks)

#### **KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

- (i) Define Gender partnership. (01 mark)  
(ii) Mention any **three** constraints to gender partnership in an enterprise. (03 marks)

#### **KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

- (i) Define the term "**gender partnership**" (01 mark) (ii)  
Give any three barriers to gender partnership in Uganda (03 marks)

#### **BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

- (i) Define the term Gender based Violence as used in Entrepreneurship. (01 marks)  
(ii) Suggest any three ways of empowering women entrepreneurs in Uganda. (03 marks)

#### **UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

- i) What is meant by the term Gender partnership? (01 mark)  
ii) Mention any three factors that lead to low entrepreneurial activities among women in Uganda (03 mark)

#### **MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

**Give any two:**

- i) hindrances for women participation in businesses (02 marks)

#### **KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

List four constraints to gender partnership (4 marks)

#### **KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

- (i) Distinguish between conscientization and gender partnership (02 marks)  
(ii) State any two factors that enhance gender partnership (02 marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- (i) Give any two factors that enhance gender partnership in society (02 marks)  
(ii) State any two barriers to women participation in entrepreneurship (02 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

Identify any four constraints to gender partnership (04 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

Outline any two manifestations of

- (i) Gender partnership (02 marks)  
(ii) Gender equality (02 marks)

**TOPIC 8 BUSINESS PLANNING**

**ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITELE) P230/1 2024 MOCK**

- (i) Outline any **two** elements of an organizational plan. (02 marks)  
(ii) Give any **two** ways of making business employees more productive. (02 marks)

**MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

- (a) Explain the factors that may limit effective implementation of a business plan. (10marks)  
(b) Describe the structure of a good business plan. (10marks)

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

i) Distinguish between an organisational plan and an implementation plan (02 marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

Mention four steps involved when preparing a business plan (04 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

List any four components of a financial plan (04 marks)

**TOPIC 9 PRODUCTION MANAGEMENT**

**UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK**

- (i) What is meant by the term **product life cycle**? (01 mark)  
(ii) State any three assumptions of product lifecycle. (03 marks)

**KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

- (i) List any **two** ways of effective time management in an enterprise. (02 marks)  
(ii) Outline any **two** benefits of ensuring effective time usage in business.

(02 marks)

**KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

(i) Distinguish between "machinery" and "equipment" (02 marks)

(ii) Name any **two** factors considered by an entrepreneur when making choice of machinery and equipment (02 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

Mention any four rewards of proper time management to an entrepreneur. (04 marks)

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

Outline any two ways of;

(i)handling hazardous substances/ material in a enterprise (02 mark)

(ii)improving work premises of an enterprise (02marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

(i)Distinguish between lead time and re-order level (02 marks)

(ii)Give any two ways of managing inventory in a business (02 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

Abdul is a production manager who is ignorant about production of goods and services that meet customer needs.

Advise him on any four ways of handling the situation. (04 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

(i)Define the term quality control as used in production management (01 mark)

(ii)Mention any three elements of product quality (03marks)

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

i)Outline any two factors considered during capacity planning and designing for a manufacturing business (02 marks)

**TOPIC 10 MARKETING MANAGEMENT**

**UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK**

(i) Define direct advertising. (1 mark)

(ii)Outline any three costs of social media advertising. (3 marks)

**UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

**ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITEL) P230/1 2024 MOCK**

Suggest any **four** benefits of proper inventory management in business. (04 marks)

**ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITEL) P230/1 2024  
MOCK**

(a) Differentiate between the term sales returns and purchases returns. (02 marks)

(b) List any **two** circumstances under which a business may return goods to its suppliers. (02 marks)

**UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

i) Differentiate between market research and market segmentation (02 marks)

ii) Give any two basis for market segmentation. (02 marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KASSEC) P230/1 2024**

(i) Define the term target market population (01 mark)

(ii) Mention any three factors which affect the target market population (03 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

(i) Define the term market assessment as used in entrepreneurship (01 mark)

(ii) State three objectives of carrying out market assessment (03 marks)

**TOPIC 11 SALES PROMOTION**

**HES MOCK EXAMINATIONS P230/1 2024**

Outline any four qualities of a good sales person. (4 marks)

**KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

(i) Distinguish between push sales promotion strategy and pull sales promotion strategy. (02 marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

(i) Distinguish between sales promotion and sales promotion strategies (02 marks)

(ii) State any two reasons why entrepreneurs promote their sales even when they are enjoying a large market share (02 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

(i) Distinguish between cash selling and credit selling (02 marks)

(ii) Give any two techniques for managing credit sales (02 marks)

**TOPIC 12 PERSONNEL OR HUMAN RESOURCE MANAGEMENT**

**HES MOCK EXAMINATIONS P230/1 2024**

Give four reasons why is it necessary to motivate employees? (04 marks)

### TOPIC 13 BUSINESS COMPETITION

#### UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK

List down;

- i) two forms of market competition (2 marks)  
ii) adverse effects of competition (2 marks)

#### ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITEL) P230/1 2024 MOCK

- (i) Define the term competitive cost advantage. (01 mark)  
(ii) Outline any **three** aspects an entrepreneur should consider when evaluating business competition. (03 marks)

#### HES MOCK EXAMINATIONS P230/1 2024

- (i) Define the term competition. (01 mark)  
(ii) Give three indicators of high competition in business. (03 marks)

#### MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK

- (ii).Distinguish between competitive cost advantage and sustainable competitive advantage. (2marks)  
(iii).State any two factors to be considered in analysing competition in the business. (2marks)

#### KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KASSEC) P230/1 2024

Outline any two factors for evaluating business competition (2 marks)

### TOPIC 14 FINANCIAL PLANNING

#### NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK

Study the table below and answer questions that follow.

PARTICULARS	AMOUNT (SHS)
Wages given to teachers	5,000,000
Scholastic materials	10,000,000
Total direct costs	17,200,000

- i) Compute the firm's direct expenses. (02 marks)  
ii) Give two examples of the firm's direct expenses. (02 marks)

#### MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK

d).Given the following information.

Fixed assets shs.475000

Current liabilities shs.342000

Current assets shs.288000

(i).Calculate the value of capital employed.

(4marks)

**KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

(ii) State any **two** sources of business startup finance.

(02 marks)

**KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

(i) Nsangi Investments Limited had the following items on its Statement of Financial Position:

Item	Shs.
Cash	20,000,000
Debtors	40,000,000
Inventories	30,000,000
Prepaid rent	40,000,000
Accrued wages	30,000,000
Bank overdraft	6,000,000

**Required:**

Determine:

(i) Gross working capital

(02 marks)

(ii) Current liabilities

(02 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

(i) Distinguish between Rate of creditors' turnover and Rate of creditor's period. (02marks)

(ii) Give any two factors leading to high rate of loan defaulting among entrepreneurs in Uganda.

(02marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

(i)Distinguish between a cash flow statement and a balance sheet

(02 marks)

(ii)Mention any two contents of a cash flow statement

(02 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

Given the following assets and liabilities of a business.

	Shs
Land	10,000,000
Furniture	5,000,000
Stock	4,000,000
Creditors	3,000,000
5 year loan	6,800,000
Debtors	2,000,000

Calculate the value of the;

- (i) Capital (02 marks)  
(ii) Total current assets of the business (02 marks)

### TOPIC 15 TAXATION

#### **MATIGO P230/1 2024 MOCK**

- i) Distinguish between Tax clearance and tax identification number (TIN) (02 marks)  
ii) Give any two challenges facing Uganda Revenue Authority (02 marks)

#### **NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK**

- i) Distinguish between a **tax base** and **taxable capacity**. (02 marks)  
ii) Give any two factors affecting the taxable capacity in your country. (02 marks)

#### **HES MOCK EXAMINATIONS P230/1 2024**

Under what circumstances may URA refund VAT to an entrepreneur. (04 marks)

#### **MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

- (i). What is meant by the term tax invasion. (01 mark)  
(ii). State any three elements of tax compliance. (03 mark)

#### **UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

State any four factors that limit tax compliance among entrepreneurs in Uganda (4 marks)

#### **UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- (i) Distinguish between a progressive tax and regressive tax (02 marks)  
(ii) Identify any two advantages of a regressive tax (02 marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KASSEK) P230/1 2024**

Musenero has a flat in Kampala city where she earns shs 72,000,000 as rental income in a year. Given that the rental tax rate is 20%, provision for expenditure and loss incurred to earn the income is 20% and threshold is shs 1,560,000.

Compute;

- (i) Musenero's rental tax (02 marks)
- (ii) Her net rental income (02 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

The government of Uganda has advised URA to concentrate on imposing taxes on goods and services coming from abroad.

State any four reasons for imposing such taxes. (04 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

Outline any two;

- (i) Examples of taxes collected by the local government Authorities (02 marks)
- (ii) Elements of tax compliance (02 marks)

**TOPIC 16 CAPITAL MARKETS**

**KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

- (i) What is the relevance of investing in collective investment schemes. (02 marks)
- (ii) Give any **two** benefits of debt financing? (02 marks)

**UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

Mention four factors limiting the popularity of collective investment schemes in Uganda (04marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- (i) Mention any two parties to capital markets (02 marks)
- (ii) Outline any two functions of capital markets in the development of your economy (02 marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- (i) Define the term debt financing (01 mark)
- (ii) Give three products sold under debt financing (03 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

- (i) What is a capital market as used in entrepreneurship? (01 mark)

(ii) List any three types of debt instruments used in Uganda capital markets (03 marks)

## **SECTION B QUESTIONS FROM P230/1 2024 MOCKS**

### **TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION**

#### **ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) P230/1 2024 MOCK**

Business communication is essential in operating a successful business

a) Using relevant examples, identify areas where communication is essential in management of business. (10 marks)

b) Explain the various forms of communication used by entrepreneurs in Uganda today. (10 marks)

#### **JOURNEY OF SUCCESS EXAMINATIONS BOARD (JOS) P230/1 2024 MOCK**

a) What are the features associated with effective communication? (10 marks)

b) Suggest the measures to overcome the communication barrier among entrepreneurs (10 marks)

#### **NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK**

a) Distinguish between entrepreneurial motivation and employee motivation. (04 marks)

b) Examine the factors that affect the level of entrepreneurial motivation in your community. (16 marks)

#### **MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

(a) Explain the need for effective communication in business. (10 marks)

(b) What are the barriers to effective communication in an enterprise? (10 marks)

#### **MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

(a) Examine the factors that may bring change in an enterprise. (10 marks)

(b) Explain the factors that limit entrepreneurs from adopting change in business. (10 marks)

#### **KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

(a) Explain the ways in which innovation manifests itself in a small business enterprise. (10 marks)

(b) State and explain the different types of innovation in business. (10 marks)

#### **BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

(a) Describe the principles that should be observed by entrepreneurs while bargaining with their customers to successfully arrive at an agreement (10 marks)

(b) Explain the obstacles to accomplishment of entrepreneurs' bargaining goals. (10 marks)

**UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Explain the ways in which innovation manifests itself in a small business enterprise (10 marks)
- b) State and explain the different types of innovation in business (10 marks)

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

- a) Explain how messages are passed on from entrepreneurs to his or her customers electronically (10 marks)
- b) What are some of the barriers to electronic channels of communication? (10 marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

- a) Describe the principles of effective communication (10 marks)
- b) What technique should be used by the entrepreneurs to improve listening skills? (10 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

- (a) Under what circumstances may communication be ineffective in an enterprise. (10 marks)
- (b) Explain benefits of providing feedback in the communication process. (10 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Justify the need for promoting effective communication in an enterprise (06 marks)
- b) What are the barriers to effective communication in an enterprise (14 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

- a) Describe the laws that help to develop a lucrative and effective personal brand (12 marks)
- b) What is the significance of developing a personal brand in a business? (08 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

- a) Discuss the sources and types of innovations (10 marks)
- b) Why is innovation more embraced in small business than in large enterprises? (10 marks)

**TOPIC 2 ENTREPRENEURIAL ENVIRONMENT**

**MATIGO P230/1 2024 MOCK**

- a) Describe the components of an entrepreneurial environment (10 marks)
- b) Explain the social-cultural factors that influence entrepreneurial attitudes and opportunities (10 marks)

**UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK**

(a) Explain the aspects of demography that affect entrepreneurial attitude, and intentions.  
(12 marks)

(b) Advise, the entrepreneurs on the measures of promoting entrepreneurship environment in Uganda.  
(8 marks)

**HES MOCK EXAMINATIONS P230/1 2024**

a) Explain the demographic factors that influence entrepreneurial attitude and opportunities.  
(10 marks)

b) Explain the various social responsibilities of a business.  
(10 marks)

**LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK**

To what extent have business activities been influential in your community? (20 marks)

**KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

(a) Explain the political and global factors that limit entrepreneurial growth and development.  
(10 marks)

(b) Explain any **five** strategies for improving entrepreneurial abilities in your country.  
(10 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

(a) Examine the Social-cultural factors that influence entrepreneurs' decisions Uganda.  
(08marks)

(b) Assess the impact of Globalization on Entrepreneurial activities in Uganda. (12marks)

**UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

a) Explain the demographic factors that influence entrepreneurial attitudes and intentions  
(10marks)

b) Why are entrepreneurs failing to sustain their businesses for a long period of time?  
(10 marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) ) P230/1 2024**

a) Explain the forms of entrepreneurial environment  
(10 marks)

b) Discuss the social-cultural factors that influence entrepreneurial attitudes (10 marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

- a) Examine the social-cultural and political factors hindering entrepreneurial intentions and attitudes. (10 marks)
- b) What are the social responsibilities of a business to the community? (10 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Describe the aspects that characterize the entrepreneurial environment (08 marks)
- b) Discuss the economic environment factors that promote entrepreneurship development in Uganda (12 marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- a) Discuss the demographic factors that determine entrepreneurial opportunities (10 marks)
- b) Explain the global environment factors that determine entrepreneurial intentions (10 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

- a) Examine the political factors that impact on entrepreneurial intentions and opportunity orientation (12 marks)
- b) How can the political environment be improved? (08 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

- a) Examine the political factors limiting entrepreneurial intentions and opportunity identification (12 marks)
- b) What strategies can be undertaken to improve the political environment? (08 marks)

**TOPIC 3 SOCIAL ENTREPRENEURSHIP**

**ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) P230/1 2024 MOCK**

- a) Examine the roles of social entrepreneurship in economic development of a country (12 marks)
- b) Account for the poor performance of social enterprises in community development of a country (08 marks)

**JOURNEY OF SUCCESS EXAMINATIONS BOARD (JOS) P230/1 2024 MOCK**

- a) Explain the types of sustainability as regards social entrepreneurship (8marks)
- b) What strategies can be undertaken to measure the sustainability of social enterprise. (12marks)

**NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK**

- a) Describe the structure of a social enterprise plan. (10 marks)
- b) Explain the benefits of social entrepreneurship in your country. (10 marks)

**UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK**

- (a) Discuss the Items considered by social entrepreneur in enterprise mapping. (8 marks)  
(b) Why may a social entrepreneur develop a theory of change when formulating a social enterprise? (12 marks)

**MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

- (a) What are the steps involved in becoming a social entrepreneur? (10marks)  
(b) What are the importance of social entrepreneurship? (10marks)

**UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- a) What are the characteristics of social entrepreneurship (10 marks)  
b) Suggest measures that can be adopted to sustain social entrepreneurship in Uganda (10 marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- (a) Describe the traits of social entrepreneurship (08 marks)  
(b) Explain the importance of social entrepreneurship in the development of your country (12 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

- a) Explain the social responsibilities of business enterprises (10 marks)  
b) Describe the determinants of profitability levels of a business (10 marks)

**TOPIC 4 BUSINESS IDEAS**

**MATIGO P230/1 2024 MOCK**

- a) What are the factors considered when evaluating business ideas? (06marks)  
b) Explain the rational for generating business ideas (14 marks)

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

- a) Explain the significance of carrying out a feasibility study before establishing a business enterprise (10 marks)  
b) Give the major causes of failure to family businesses (10 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

- (a) Justify the need for analyzing the viability of an idea. (10 marks)  
(b) Describe the process of turning the business idea into a product. (10 marks)

## TOPIC 5 BUSINESS OPPORTUNITIES

### UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK

- (a) Describe the process followed when determining viability of a given business. (10 marks)
- (b) Why may an entrepreneur sell goods on credit? (10 marks)

### KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK

- (a) Comment on the steps followed by an entrepreneur when determining the profitability of a potential business opportunity. (10 marks)
- (b) Discuss the factors that affect an entrepreneur's choice of a business location (10 marks)

### KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK

- a) Explain **five** characteristics of a good business opportunity. (10 marks)
- b) Describe the procedure of turning a business idea into a product. (10 marks)

### BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK

- (a) Analyze the factors that affect the profitability of a business idea. (10 marks)
- (b) Describe the structure of a feasibility study report. (10 marks)

### UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024

- a) Comment on the steps followed by an entrepreneur when determining the profitability of a potential business opportunity (10 marks)
- b) Discuss the factors that affect an entrepreneur's choice of a business location (10 mark)

## TOPIC 6 SMALL AND MEDIUM ENTERPRISES

### UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK

- (a) When may an insurance company end its contract with the insured? (06 marks)
- (b) How does Insurance benefit a business? (14 marks)

### ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITEB) P230/1 2024 MOCK

- (a) Explain the factors that necessitate good relationship between the business and family. (08 marks)
- (b) What challenges are associated with family businesses? (12 marks)

### LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK

- (a). Outline any four requirements by the Uganda Registration Services Bureau (URSB) from an

- entrepreneur intending to register a business in Uganda. (04 marks)
- (b). Explain any three pros of registering a business to an entrepreneur. (06 marks)
- (c). Analyze the drawbacks that have been faced by entrepreneurs in trying to register their businesses with the Uganda Registration Services Bureau (URSB) in Uganda today. (10 marks)

#### **MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

- (a) What are the advantages of formal businesses over informal business? (10marks)
- (b) Explain the causes of failure of small and medium scale enterprises in Uganda. (10marks)

#### **KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

- (a) Explain the challenges associated with running a family business (10marks)
- (b) Advise family business owners in Uganda on the steps they can undertake to ensure the sustainability of their business enterprises. (10 marks)

#### **UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Explain the challenges of running a family business (10 marks)
- b) Advise the family business owners in Uganda on the steps they can undertake to ensure the sustainability of their business enterprises (10 marks)

#### **UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- a) Explain the role of the insurance industry in your country. (10 marks)
- b) Describe the major principles governing insurance activities in Uganda (10 marks)

#### **KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

- a) Account for the high rate of failure of small and medium enterprises in Uganda (10 marks)
- b) Suggest solutions to the high rate of failure of small and medium enterprises in Uganda (10marks)

#### **ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

- (a) Examine the factors considered by an insurer when determining premium (10marks)
- (b) Account for the unpopularity of insurance companies in Uganda. (10marks)

#### **UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- a) Explain the types of insurance in business. (10 marks)
- b) What are the challenges faced by insurance companies in Uganda (10 marks)

### **TOPIC 7 GENDER AND ENTREPRENEURSHIP**

**ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITELE) P230/1 2024 MOCK**

- (a) Describe the various factors that affect women participation in business. (10 marks)
- (b) Explain the manifestations of gender equality in business. (10 marks)

**LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK**

- (a). Why have women in Uganda continuously been segregated in regards to engagement in entrepreneurial activities? (10 marks)
- (b). What remedies has the government of Uganda taken to ensure gender equity in line with business activities? (10 marks)

**UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- a) Account for the gender imbalances in entrepreneurial activities in Uganda (08 marks)
- b) How is the government of Uganda addressing gender imbalances in the management of small and medium enterprises? (12 marks)

**TOPIC 8 BUSINESS PLANNING**

**MATIGO P230/1 2024 MOCK**

- a) Give the importance of an action plan to budding entrepreneurs (08 marks)
- b) Explain the factors considered when preparing a marketing plan (12 marks)

**ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) P230/1 2024 MOCK**

- a) Describe the main components of an organisational plan of a business (10 marks)
- b) Explain the various tools used in monitoring business operations (10 marks)

**ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITELE) P230/1 2024 MOCK**

- (a) Describe the rationale for writing a business plan. (12 marks)
- (b) Explain the components that make up a formal business plan. (08 marks)

**KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

- (a) Why is it necessary to prepare a production plan before starting a business? (10 marks)
- (b) Explain the factors that limit effective implementation of a business plan. (10 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

- (a) Describe the structure of an executive summary of a business plan. (10 marks)
- (b) Why is it necessary to include an action plan when preparing a business plan? (10 marks)

**UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- a) Describe the process of preparing a business plan (06 marks)  
b) Explain the factors influencing business plan implementation in Uganda (14 marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- (a) What are the factors considered when designing a financial plan for a business? (10 marks)  
(b) Explain the factors considered when designing a financial plan for a business (10 marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

- (a) Explain the various components of marketing plan (14 marks)  
(b) What factors limit effective business planning? (06 marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

- a) Why is there need to carry out proper budgeting for the business enterprise? (10 marks)  
b) Describe the various tools used by entrepreneurs to monitor their businesses (10 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

- (a) Why is it necessary for an entrepreneur to prepare a production plan. (10 marks)  
(b) Explain the factors that limit effective implementation of a production plan (10 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Distinguish between a business plan and a financial plan (04 marks)  
b) Under what instances may an entrepreneur prepare a business plan? (16 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

- a) Explain the significance of preparing an executive summary of a business (08 marks)  
b) How do entrepreneurs monitor their business operation? (12 marks)

**TOPIC 9 PRODUCTION MANAGEMENT**

**ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) P230/1 2024  
MOCK**

- a) Describe the purpose of quality control in production process (10 marks)  
b) Explain the factors that may call a change in the quality of a product (10 marks)

**JOURNEY OF SUCCESS EXAMINATIONS BOARD (JOS) P230/1 2024 MOCK**

- a) Describe the purchasing process followed by entrepreneurs (14 marks)  
b) What are the dangers of poor inventory management? (06 marks)

**NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024  
MOCK**

- a) Explain the methods used by entrepreneurs to achieve the set quality objectives. (08 marks)
- b) What is the purpose of quality control in an enterprise? (12 marks)

**ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITELE) P230/1 2024  
MOCK**

- (a) Explain the factors entrepreneurs consider in procuring business inputs. (12 marks)
- (b) Describe the source documents used by entrepreneurs in the procurement process. (08 marks)

**HES MOCK EXAMINATIONS P230/1 2024**

- a) Describe the steps for purchasing raw materials. (10 marks)
- b) Explain the factors considered by an entrepreneur when selecting raw materials. (10 marks)

**LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK**

With the aid of a graphical representation, describe the stages involved in the life cycle of any named product. (20 marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- a) Explain the factors considered when selecting machinery to be used in the production process (10 marks)
- b) Describe the tools used in stores management of an organised firm (10 marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU  
(KAMSSA) P230/1 2024**

- a) Why should entrepreneurs observe quality during the production process (10 marks)
- b) Examine the strategies that can be used by entrepreneurs to increase profits (10 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

- a) Examine the factors that lead to production of poor quality goods (12 marks)
- b) In what ways can entrepreneurs increase business profits? (08 marks)

**TOPIC 10 MARKETING MANAGEMENT**

**ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) P230/1 2024 MOCK**

- a) Describe the methods used in collecting marketing information by the entrepreneur (10 marks)
- b) What challenges are faced when collecting marketing information? (10 marks)

#### **MATIGO P230/1 2024 MOCK**

- a) What are the characteristics of potential customers? (6 marks)
- b) Explain the factors that determine the target market population in a given business environment (14 marks)

#### **ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITEL) P230/1 2024 MOCK**

- (a) Explain the factors that provide a basis to segment market by business entrepreneurs. (10 marks)
- (b) Under what circumstances may an entrepreneur segment market? (10 marks)

#### **HES MOCK EXAMINATIONS P230/1 2024**

- a) Describe the elements of marketing mix. (10 marks)
- b) What are the indicators of good customer relation in business? (10 marks)

#### **KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

- (a) Discuss the marketing techniques and strategies used by entrepreneurs. (10 marks)
- (b) Describe the basis of market segmentation by entrepreneurs. (10 marks)

#### **UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Under what circumstances may an entrepreneur carry out market survey (06 marks)
- b) Discuss the steps involved in conducting market assessment (06 marks)
- c) Explain the common methods of pricing business products (08 marks)

#### **UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- a) Describe the components of a marketing mix (08 marks)
- b) Explain the various marketing techniques used by entrepreneurs in Uganda (12 marks)

#### **ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

- a) What are the differences between marketing and selling? (10 marks)
- b) Explain the various marketing techniques entrepreneurs can employ in their business (10 marks)

#### **UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- a) What is the rationale of carrying out market research? (10 marks)
- b) Explain the tools of market research (10 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

a) Explain the procedure for;

(i) Carrying out market research (05 marks)

(ii) Determining market size (05 marks)

b) Under what circumstances may an entrepreneur carry out market research? (10 marks)

**TOPIC 11 SALES PROMOTION**

**KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

(a) Explain the sales promotion strategies relied upon by entrepreneurs when conducting business.

(06 mark)

(b) For what reasons do entrepreneurs carry out sales promotion? (14 marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

(a) Justify the need for carrying out personal selling by an entrepreneur (12 marks)

(b) Describe the steps involved in the creative selling process (08 marks)

**TOPIC 12 PERSONNEL OR HUMAN RESOURCE MANAGEMENT**

**MATIGO P230/1 2024 MOCK**

a) Give the benefits and costs of labour turn over in any business enterprise (10 marks)

b) How can a manager control high labour turn over in the business? (10 marks)

**JOURNEY OF SUCCESS EXAMINATIONS BOARD (JOS) P230/1 2024 MOCK**

a) Describe the recruitment process as regards human resource management (14marks)

b) Analyze the needs for recruiting workers in an enterprise. (06marks)

**HES MOCK EXAMINATIONS P230/1 2024**

a) Examine the causes of high labour turnover in your country. (10 marks)

b) Suggest solutions to high labour turnover. (10 marks)

**MEBU EXAMINATIONS CONSULT P230/1 2024 MOCK**

(a) Describe the elements of human resource management. (10marks)

(b) Account for the differences in wages earned by workers in an enterprise. (10marks)

**KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

(a) Why should entrepreneurs carry out performance appraisal in their organizations?

(08 marks)

(b) Account for differences in wages and salaries among workers in an enterprise. (12 marks)

**KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

- (a) Explain the activities involved in the training process of employees (08 marks)  
(b) Explain the benefits and costs associated with staff training (12 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

- (a) Examine the determinants of labour turnover in an organization. (10marks)  
(b) Explain the adverse costs of labour turnover in an organization. (10marks)

**UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Why should entrepreneurs carry out performance appraisal in their organisations (10 marks)  
b) Account for differences in wages and salaries among workers in an enterprise (10 marks)

**UGANDA TEACHERS' EXAMINATION SCHEME (UTES) MOCK EXAMINATIONS P230/1 2024**

- a) What are the factors considered when deciding on the number and type of employees for an enterprise? (10marks)  
b) Why do entrepreneurs continue to motivate their employees even when they have paid their salaries and wages? (10 marks)

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

- a) Briefly explain the different elements of human resource management (10 marks)  
b) What business practices lead to retention of workers? (10 marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- a) What major factors should an entrepreneur consider when determining workers payments? (10 marks)  
b) "Many enterprises are competing for employees in the country." How can an enterprise retain good employees? (10 marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

- (a) Why is it necessary to motivate employees? (10 marks)  
(b) Explain the various ways of motivating employees in an organisation (10 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

- (a) Explain the significance of training workers in an enterprise. (10 marks)  
(b) Discuss the constraints of training workers in an enterprise. (10 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

- a)How can training needs of the employees be identified in an organisation? (04 marks)  
b)Examine the relevance of equipping employees with skills in an organisation. (16marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- a) Discuss the methods an entrepreneur can use to maintain good relationship with employees (10 marks)  
b) What are the causes of labour turnover in business? (10 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

- a)Discuss the rational for recruiting personnel in an organisation. (12 marks)  
b)Suggest possible strategies for retaining an enterprises human resource (08 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

- a)Explain the considerations for inducting employees and the benefits organisations get from this practice (10 marks)  
b)What tools do entrepreneurs adopt when evaluating workers' performance? (10 marks)

**TOPIC 13 BUSINESS COMPETITION**

**MATIGO P230/1 2024 MOCK**

- a)Describe the factors that affect businesses in trying to win consumer acceptance and loyalty (10 marks)  
b)Explain how business can maintain its competitive advantage (10 marks)

**ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) P230/1 2024 MOCK**

- a) Explain the indicators of an increase in the level of competition in the business (10marks)  
b) Examine the conditions that may lead to a fall in price of a product in the enterprise (10 marks)

**NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK**

- a) How do businesses compete in your country? (08 marks)  
b) Explain the demerits of increased competition in the business sector. (12 marks)

**LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK**

- (a). What is meant by the term competition as applied to business? (02 marks)  
(b)Explain the factors that an entrepreneur should consider when assessing business competition. (18 marks)

**KAMPALA MODEST TEACHERS EXAMINATIONS AGENCY (KAMOTA) P230/1 2024 MOCK**

- (a) State and explain the different types of competitive businesses (08 marks)  
(b) Explain the merits and demerits of business competition (12 marks)

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

Customer care and using proper channels of distribution are ways of attracting customers.

- a) Examine other strategies entrepreneurs use to expand their businesses' market share (10 marks)  
b) Explain the challenges business people face as a result of stiff competition (10 marks)

**UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK P230/1 2024**

- a) Explain the factors that affect competition in business management (10 marks)  
b) Suggest measures that can be adopted by an entrepreneur to enjoy a competitive advantage in business. (10 marks)

**ERETA EDUCATION CONSULTS (ERETA) P230/1 2024**

Businesses are always in battles of winning customer acceptance and loyalty.

- (a) Suggest the techniques for sustaining this battle (08 marks)  
(b) Examine the implications of this situation in business. (12 marks)

**ACEITEKA JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Distinguish between competition and competitive advantage (04 marks)  
b) Analyse the implication of competition in business (16 marks)

**UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- a) Suggest ways of sustaining a competitive advantage in business (10 marks)  
b) Examine the implications of competition in business (10 marks)

**TOPIC 14 FINANCIAL PLANNING**

**MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

Government programs like "Emyooga", parish development model (PDM) provide start-up capital for personal business.

- a) Of what relevancy are these businesses to the economy of Uganda? (10 marks)  
b) Discuss other sources of business finance entrepreneurs use as start-up capital apart from those in above. (10 marks)

**LIGHT EXAMINATIONS BUREAU (LEB) P230/1 2024 MOCK**

- (a). Discuss the steps an entrepreneur would employ to establish the financial success of a fit business enterprise. (10 marks)
- (b). Describe the mechanisms that an entrepreneur may employ in order to maximize profits in business. (10 marks)

### **TOPIC 15 TAXATION**

#### **NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK**

- a) State four levels of tax compliance. (04 marks)
- b) Account for the high non-tax compliance in your country. (16 marks)

#### **UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK**

- (a) Account for low tax revenue in Uganda. (10marks)
- (b) Why does URA rely more on direct tax than indirect tax? (10 marks)

#### **HES MOCK EXAMINATIONS P230/1 2024**

- a) Describe the principles of taxation. (10 marks)
- b) What are the advantages of indirect taxes over direct taxes? (10marks)

#### **KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) P230/1 2024 MOCK**

- a) What is the role of taxation in an economy? (12 marks)
- b) Why are indirect taxes more popular than direct taxes? (08 marks)

#### **UNNASSE JOINT MOCK EXAMINATIONS P230/1 2024**

- a) Discuss the rights and duties of a tax payer in your country (10 marks)
- b) What are the consequences on no tax compliance according to the provision of Uganda Revenue Authority (4 marks)
- c) Explain the key stakeholders in Uganda's tax administration (6 marks)

#### **MASAKA DIOCESAN EXAMINATIONS BOARD (MAKADITA) P230/1 2024**

- a) Explain the different principles of taxation (10 marks)
- b) Why does the Ugandan government impose taxes? (10 marks)

#### **KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) P230/1 2024**

- a) Account for the popularity of direct taxes over indirect taxes (12 marks)
- b) What measures are being taken to increase the level of tax compliance in your country (08 marks)

#### **UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) P230/1 2024**

- (a) Explain the principles of taxation (10 marks)  
(b) Explain the challenges faced by tax authorities in enforcing tax compliance among entrepreneurs in Uganda (10 marks)

**JINJA JOINT EXAMINATIONS BOARD (JEBB) P230/1 2024**

- a) Why are direct taxes preferred to direct taxes? (10 marks)  
b) Assess the impact of taxation on entrepreneurial activities (10 marks)

**WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) P230/1 2024**

- a) Why should entrepreneurs pay taxes? (08 marks)  
b) Explain the merits of indirect taxes over direct taxes. (12 marks)

**TOPIC 16 CAPITAL MARKETS**

**JOURNEY OF SUCCESS EXAMINATIONS BOARD (JOS) P230/1 2024 MOCK**

- a) Point out the contribution of stock exchange market to the economic development of the country. (10marks)  
b) Explain the main components of a prospectus. (10marks)

**NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) P230/1 2024 MOCK**

- a) Distinguish between **debt financing** and **equity financing**. (05 marks)  
b) Explain the long term sources of business finance. (16 marks)

**UGANDA TEACHERS' EDUCATION CONSULT (UTEC) P230/1 2024 MOCK**

- (a) Describe the responsibilities of Uganda's stock exchange. (10 marks)  
(b) What are the benefits of buying units in collective investment schemes? (10 marks)

**ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITEL) P230/1 2024 MOCK**

- (a) Identify the legal documents used in buying and selling shares. (08 marks)  
(b) Explain the key players of capital markets (12 marks)

**HES MOCK EXAMINATIONS P230/1 2024**

- a) Describe the tasks performed by different players in capital market. (10 marks)  
b) Discuss the challenges facing Uganda securities exchanges. (10 marks)

**BRIGHT EXAMINATIONS BOARD (BEB) P230/1 2024 MOCK**

(a) Describe the procedure of investing in Collective Investment Schemes. (10 marks)

(b) Present a case for the establishment of Capital Market Authority in Uganda.(10marks)

**KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KSSEC) P230/1 2024**

(a)Discuss the key players in the capital markets industry in Uganda (12marks)

(b)What is the role of capital markets Authority in an economy (8marks)

**KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU  
(KAMSSA) P230/1 2024**

a)What is the contribution of Uganda Securities Exchange (USE) to the development of Uganda (10 marks)

b)What factors limit effective performance of capital markets in Uganda (10 marks)

END