

**ENTREPRENEURSHIP P230/1 ADVANCED LEVEL MOCKS 2022 COMPILED
EDITION FOR REVISION
ENTREPRENEURSHIP P230/1 2022 MOCKS RESEARCHED AND COMPILED
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Preface:

This document comprises of the following MOCKS set in 2022;

- 1) ASK INTEGRATED TEACHERS EXAMINATION BUREAU (AITEL)
- 2) IBANDA DISTRICT MOCK P230/1 2022 MOCK
- 3) JINJA JOINT EXAMINATIONS BOARD (JEBB)
- 4) KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA)
- 5) KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA)
- 6) MASAKA DIOCESAN EXAMINATIONS BOARD (MACIDATA)
- 7) MATIGO EXMINATIONS BOARD (MATIGO)
- 8) RESOURCEFULL MOCK EXAMINATIONS
- 9) UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA)
- 10) UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA)
- 11) UGANDA TECAHERS' EDUCATION CONSULT (UTEC)
- 12) WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA)

SECTION A QUESTIONS FROM P230/1 2022 MOCKS

TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION

IBANDA DISTRICT MOCK P230/1 2022 MOCK

- (i) Distinguish between an enterprising person and entrepreneur (02 marks)
(ii) State two features of an enterprising person (02 marks)

WAKISSHA P230/1 2022 MOCK

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

JEBB P230/1 2022 MOCK

- (i) Define the term personal branding (01 marks)
(ii) State any three principles of an effective personal brand (03 marks)

UMTA P230/1 2022 MOCK

- (i) Define the term personal branding (01 marks)
(ii) State three laws that should help you create an effective and lucrative personal brand (03 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (i) Distinguish between a brand and personal branding. (02 marks)
(ii) What is the relationship between a product brand and its value? (02marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (i) What is meant by the term 'business ethics'? (01marks)
(ii) Mention any **three** signs of unethical business conduct. (03marks)

KAMSSA P230/1 2022 MOCK

- (i) Define the term business ethics. (01 mark)
(ii) Mention any three principles of good business ethics (3 marks)

AITEL P230/1 2022 MOCK

- (i) Who is an enterprising person? (1 mark)
(ii) Give any three traits of enterprising people. (3 marks)

KWGSA P230/1 2022 MOCK

- (i) Define **Personal entrepreneurial characteristics**. (01 mark)
(ii) Identify any **three** Personal entrepreneurial characteristics. (03 marks)

MATIGO P230/1 2022 MOCK

- a) What is the rationale for developing a good personal brand? (06 marks)
b) Discuss the principles of effective personal branding. (14 marks)

UTEC P230/1 2022 MOCK

- i) Distinguish between self-employment and paid employment 2marks
ii) State two features of paid employment 2marks

UTEC P230/1 2022 MOCK

- i) Define the term risk taking as used in entrepreneurship 1mark
ii) Mention three levels of risk taking in an enterprise 3marks

UTEC P230/1 2022 MOCK

Give four major forms of visual communication in an enterprise 4marks

UPIISA P230/1 2023 MOCK

- (i) Define the term "Entrepreneurial culture" (01 mark)
(ii) State any three objectives for developing Entrepreneurial culture (03 marks)

UPIISA P230/1 2023 MOCK

- (i) Distinguish between developmental change and transitional change as used in entrepreneurship (02 marks)
(ii) Mention two benefits of change in business (02 marks)

MAKADITA P230/1 2023 MOCK

- (i)What is self-employment? (01 mark)
(ii)Outline nay three types of risks that may affect the entrepreneur's business (03 marks)

MAKADITA P230/1 2023 MOCK

List any two

- (i)Principles of negotiation (02 marks)
(ii)Qualities of a good negotiator (02 marks)

TOPIC 2 ENTREPRENUERIAL ENVIRONMENT

JEBB P230/1 2022 MOCK

- (i)Identify any to organisations that support entrepreneurship in Uganda (02 marks)
(ii)Mention any two services offered by the support organisations to entrepreneurship (02 marks)

JEBB P230/1 2022 MOCK

Outline any four business laws observed in entrepreneurial activities in Uganda (04marks)

MATIGO P230/1 2022 MOCK

- i) Mention any **two** social cultural factors that promote entrepreneurship intentions and opportunities. (2 marks)
ii) How can an entrepreneur improve on the entrepreneurial environment? (2 marks)

TOPIC 3 SOCIAL ENTREPRENEURSHIP

MATIGO P230/1 2022 MOCK

- i) Define the term Visionary leadership as used in social entrepreneurship. (1mark)
ii) Mention any **three** threats to community development. (3 marks)

TOPIC 4 BUSINESS IDEAS

WAKISSHA P230/1 2022 MOCK

Outline four ways in which entrepreneurs protect business ideas (04 marks)

MATIGO P230/1 2022 MOCK

- i) Distinguish between a **business idea** and a **business opportunity**. (2 marks)
ii) Give any **two** factors that determine the choice of a business idea. (2 marks)

UPISA P230/1 2023 MOCK

Outline any four sources of business ideas (04 marks)

TOPIC 5 BUSINESS OPPORTUNITIES

AITEL P230/1 2022 MOCK

- (i) Distinguish between **financial feasibility** and **technical feasibility** study. (2 marks)
(ii) Mention any two relevance of carrying out feasibility study before starting a business. (2 marks)

MAKADITA P230/1 2023 MOCK

- (i) What is meant by a business opportunity? (01 mark)
(ii) State any three examples of business opportunities found in your locality (03 marks)

TOPIC 6 SMALL AND MEDIUM ENTERPRISES

WAKISSHA P230/1 2022 MOCK

- (i) Distinguish between Micro enterprises and small enterprises (02 marks)
(ii) State any two benefits enjoyed by entrepreneurs operating formal businesses (02 marks)

AITEL P230/1 2022 MOCK

- (i) Outline any two challenges associated with family business. (2 marks)
(ii) Give the role of SMES in the development of your country. (2 marks)

TOPIC 7 GENDER AND ENTREPRENEURSHIP

IBANDA DISTRICT MOCK P230/1 2022 MOCK

- (i) Mention two barriers to gender partnership in an enterprise (02 marks)
(ii) Give two ways in which gender equality can be enhanced in business (02 marks)

KAMSSA P230/1 2022 MOCK

- (i) Distinguish between gender identity and gender equality. (2 marks)
(ii) Outline any three reasons for promoting gender equality in the business sector. (3 marks)

AITEL P230/1 2022 MOCK

- (i) Distinguish between empowerment and affirmative action as used in gender. (2 marks)
(ii) Mention any two factors that enhance gender partnership. (2 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (i) Differentiate between **gender identity** and **gender partnership**. (02 marks)
(ii) Outline any **two** examples of '**male chauvinism**' in business. (02 marks)

UPISA P230/1 2023 MOCK

- (i) What is meant by the term **Gender partnership**? (01 mark)
(ii) Mention any three constraints to gender partnership in an enterprise (03 marks)

UMTA P230/1 2022 MOCK

- (i) Distinguish between culture and society as used in entrepreneurship (02 marks)
(ii) Mention two factors that enhance gender partnership (02 marks)

TOPIC 8 BUSINESS PLANNING

WAKISSHA P230/1 2022 MOCK

State any two

- (i) Contents of an executive summary (02 marks)
(ii) Aims of drafting an executive summary (02 marks)
- AITEL P230/1 2022 MOCK**
- (i) Mention any two tools of monitoring business operations. (2 marks)
(ii) Give any two objectives of preparing a marketing plan. (2 marks)

TOPIC 9 PRODUCTION MANAGEMENT

IBANDA DISTRICT MOCK P230/1 2022 MOCK

Identify four characteristics of appropriate technology (04 marks)

WAKISSHA P230/1 2022 MOCK

Mention any two:

- (i) Strategies required for effective time management (02 marks)
(ii) Indicators of time wastage in business (02 marks)

JEBB P230/1 2022 MOCK

- (i) Define the concept of stores management (01 mark)
(ii) Give any three factors that affect inventory levels in business (03 marks)

KWGSA P230/1 2022 MOCK

Give **four** stages in a product's life cycle on the market. (04 marks)

KWGSA P230/1 2022 MOCK

- (i) Define **quality control**. (01 mark)
(ii) State **three** advantages of quality control. (03 marks)

KWGSA P230/1 2022 MOCK

- (i) Define the term '**inventory**'. (01 mark)
(ii) Give any **three** types of inventories in an enterprise. (03 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (i) Distinguish between '**inventory**' and '**inventory management**'. (02 marks)
(ii) State any **two** principles of effective purchasing. (02 marks)

MAKADITA P230/1 2023 MOCK

Mention any two

- (i) Methods of pricing products in a business (02 marks)
(ii) Conditions under which an entrepreneur may set high prices (02 marks)

TOPIC 10 MARKETING MANAGEMENT

KWGSA P230/1 2022 MOCK

- (i) Distinguish between 'market assessment' and 'market survey' (02 marks)
(ii) State any two reasons for market assessment to an entrepreneur. (02 marks)

MATIGO P230/1 2022 MOCK

- b) Give any four elements of an advertising message. (4 marks)

TOPIC 11 SALES PROMOTION

Outline four factors determining sales in the present market (04 marks)

TOPIC 12 PERSONEL OR HUMAN RESOURCE MANAGEMENT

KAMSSA P230/1 2022 MOCK

- (i) What is meant by the term labour wastage. (01 mark)
(ii) Give any two costs of labour wastage. (2 marks)

MAKADITA P230/1 2023 MOCK

Distinguish between

- (i) Quality control and quality assurance (02 marks)
(ii) Job grading and job description (02 marks)

TOPIC 13 BUSINESS COMPETITION

- (i) Outline any two effects of competition to entrepreneur's business in Uganda (02 marks)
(ii) Give two factors considered when evaluating business competition (02 marks)

TOPIC 14 TAXATION

KAMSSA P230/1 2022 MOCK

Petero earned Shs 5,000,000 as rental income from his apartment; compute his rental tax, given tax rate of 20% of the chargeable rental income in excess of the threshold income of Shs. 1,560,000 and 20% representing expenditures and losses incurred.

UPISA P230/1 2023 MOCK

- (i) Differentiate between tax evasion and tax avoidance (02 marks)
(ii) Give any two roles of Uganda Revenue Authority (02marks)

UMTA P230/1 2022 MOCK

- (i) Mention any three things one can do to win competition (03marks)
(ii) What is meant by competition? (01 mark)

TOPIC 15 CAPITAL MARKETS

KAMSSA P230/1 2022 MOCK

- (i) Differentiate between treasury bonds and corporate bonds. (2 marks)

(ii) Give any three costs of investing in shares. (3marks)

MATIGO P230/1 2022 MOCK

i) Distinguish between **Equity financing** and **Debt financing**. (2 marks)

ii) Give any **two** roles of Capital Markets Authority. (2 marks)

UTEC P230/1 2022 MOCK

State any four sources of raising long term business finance (04 marks)

UMTA P230/1 2022 MOCK

Give two advantages and disadvantages of investing in shares (04 marks)

TOPIC 16 FINANCIAL PLANING FOR SMALL BUSINESS

IBANDA DISTRICT MOCK P230/1 2022 MOCK

(i)What is meant by the term rate of stock turnover (01 mark)

(ii)Moseka enterprises had the following records for the year 2021

Stock 1/01/2021 Shs 50,000/=

Stock 31/12/2021 Shs 80,000/=

Purchases Shs 400,000/=

Required to:

Calculate the rate of stock turn over (03 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

(i) Define the term '**financial planning**' (01mk)

(ii) Give any **three** reasons for financial planning. (03marks)

UTEC P230/1 2022 MOCK

i) What is meant by a cash flow statement 1mark

ii) Outline any three features of a cash flow statement 3marks

JEBB P230/1 2022 MOCK

Given the following information

Sales shs 200, 000

Gross profit 40% of sales

Transport 18% of cost of sales

Determined:

(i)Cost of sales (02 marks)

(ii)Net profit to sales ratio (02 marks)

SECTION B QUESTIONS FROM P230/1 2023 MOCKS

TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION

WAKISSHA P230/1 2022 MOCK

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

AITEL P230/1 2022 MOCK

- (a) Describe the principles of effective personal branding. (12 marks)
(b) What is the purpose of developing a good personal brand for an enterprise? (8 marks)

UPISA P230/1 2023 MOCK

- (a) Describe the principles of effective personal branding (12 marks)
(b) What is the importance of developing personal branding? (08 marks)

TOPIC 2 ENTREPRENEURIAL ENVIRONMENT

UMTA P230/1 2022 MOCK

- (a) Describe the political factor that influence entrepreneurial decisions in your country (10 marks)
(b) Explain the strategies for improving the entrepreneurial environment in your country (10 marks)

IBANDA DISTRICT MOCK P230/1 2022 MOCK

- (i) What are the social responsibilities of a business (10 marks)
(ii) Explain the social cultural factors that influence entrepreneurial attitudes and opportunities (10marks)

WAKISSHA P230/1 2022 MOCK

- (A) Examine the social cultural and political factors hindering entrepreneurial intentions and attitudes (14 marks)
(b) What are the social responsibilities of a business to the community? (06 marks)

MAKADITA P230/1 2023 MOCK

- (a) Explain the aspects that characterize the entrepreneurial environment (04 marks)
(b) Assess the 'global' and 'economic' factors that influence entrepreneurial attitude (16 marks)

KAMSSA P230/1 2022 MOCK

- (a) Explain the economic factors that limit entrepreneurial intentions and opportunity identification. (10marks)
(b) What is being done by the government in your country to overcome the economic factors that prevent the development of entrepreneurship? (10marks)

AITEL P230/1 2022 MOCK

- (a) Explain the social cultural and political factors that affect entrepreneurial attitudes and opportunities. (10 marks)
(b) What is the implication of globalization to your country? (10 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (a) What factors make many people entrepreneurially demotivated? (12marks)
b) Suggest key interventions that can generally combat the factors cited in (2a) above. (08marks)

UTEC P230/1 2022 MOCK

- a) Discuss the major principles entrepreneurs should observe during negotiations (08marks)
b) Explain the importance of effective negotiation in an enterprise (12marks)

TOPIC 3 SOCIAL ENTREPRENEURSHIP

RESOURCEFULL MOCK P230/1 2022 MOCK

- (a) "Undertaking and developing social entrepreneurship has become inevitable today". Why? (10marks)
b) Examine the social concern upon which social entrepreneurs emerge. (10marks)

UPIISA P230/1 2023 MOCK

- (a) Explain the threats caused by entrepreneurs to the natural environment in Uganda (10 marks)
(b) Suggest the remedies that can be adopted by social entrepreneurs to minimise the threats above (10 marks)

TOPIC 4 BUSINESS IDEAS

- (a) Present reasons for generating business ideas (10 marks)
(b) Suggest ways how an entrepreneur can protect his business ideas (10 marks)

TOPIC 5 BUSINESS OPPORTUNITIES

WAKISSHA P230/1 2022 MOCK

- (a) Analyse the steps involved in determining the viability of a potential business opportunity (10 mark)
(b) Justify the need for carrying out financial viability study (10 marks)

TOPIC 6 SMALL AND MEDIUM ENTREPRISES

KAMSSA P230/1 2022 MOCK

- (a) Explain the factors that necessitate good relationship between family and business. (10marks)
(b) Examine the challenges associated with family business. (10marks)

UTEC P230/1 2022 MOCK

- a) Justify the need for family engagement in business activities (8marks)

b) Explain the challenges associated with family businesses in your country. (12marks)

UPISA P230/1 2023 MOCK

(a)What are the benefits of operating a formal business? (08 marks)

(b)What challenges do family businesses face? (12 marks)

TOPIC 8 BUSINESS PLANNING

IBANDA DISTRICT MOCK P230/1 2022 MOCK

(i)Describe the components of a management plan (10 marks)

(ii)Explain the importance of preparing a business plan (10 marks)

JEBB P230/1 2022 MOCK

(a)Distinguish between an action plan and a marketing plan (04 marks)

(b)Why do most business plans fail in Uganda? (16 marks)

UMTA P230/1 2022 MOCK

(a)What are the components of the general description of the business plan? (08 marks)

(b) Why is a financial plan necessary in business planning? (12 marks)

MAKADITA P230/1 2023 MOCK

(a)Discuss the sequence taken up by entrepreneurs to come up with a good business plan. (14 marks)

(b)What are some of the challenges faced during the implementation of a business plan? (06 marks)

KAMSSA P230/1 2022 MOCK

(a) Describe the structure of an executive summary of a business plan. (10marks)

(b) Why is it necessary for an entrepreneur to prepare a business plan. (10marks)

KAMSSA P230/1 2022 MOCK

(a) Why is there need to carry out proper budgeting for the business enterprise? (10marks)

(b) Describe the various tools used by entrepreneurs to monitor their businesses (10marks)

MATIGO P230/1 2022 MOCK

a) Describe the steps followed when preparing a business plan. (6 marks)

b) What challenges do entrepreneurs face during the implementation stage of business plans. (14 marks)

UTEC P230/1 2022 MOCK

a) Explain the components of a financial plan (06marks)

b) Discuss the importance of a financial plan in an enterprise? (14marks)

UPISA P230/1 2023 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)

TOPIC 9 PRODUCTION MANAGEMENT

IBANDA DISTRICT MOCK P230/1 2022 MOCK

- (a) What is the purpose of quality control in an enterprise? (06 marks)
- (b) Explain the factors that influence quality standards of products in an enterprise (14marks)

MAKADITA P230/1 2023 MOCK

- (a) Basing on the different internal control systems, how can an entrepreneur control cash flow in the business (10 marks)
- (b) Explain the different tools used in inventory and store management (10 marks)

AITEL P230/1 2022 MOCK

- (a) What is the rationale for inventory control in business. (10 marks)
- (b) Explain the controls for better time management. (10 marks)

KWGSA P230/1 2022 MOCK

- (a) Discuss the various elements of a valid contract. (10 marks)
- (b) Under what circumstances may a contract be discharged? (10 marks)

KWGSA P230/1 2022 MOCK

- (a) Distinguish between **work place** and **work station**. (02 marks)
- (b) How can an entrepreneur improve the welfare of his workers at the work place? (10 marks)
- (c) Advise an entrepreneur on the factors he will consider before selecting workers in his business. (08 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (a) Highlight the ways and costs of wasting time in business. (10marks)
- (b) Explain the techniques of effective time management. (10marks)

MATIGO P230/1 2022 MOCK

- a) Explain the tools of **Inventory** and **Stores** management. (8 marks)
- b) Explain the factors that influence the quality standards of a product. (12 marks)

UTEC P230/1 2022 MOCK

- a) Explain the factors that should be considered when choosing production machinery in an enterprise (8marks)

b) How do enterprises ensure safety of machines, tools and equipment (12marks)

UPISA P230/1 2023 MOCK

(a) Describe the various channels of distribution used by entrepreneurs in business (08 marks)

(b) Explain the different marketing techniques used in business (12 marks)

UMTA P230/1 2022 MOCK

(a) How do people waste time in business? (10 marks)

(b) Describe the techniques for time management applied by entrepreneurs in business (10 marks)

TOPIC 10 MARKETING MANAGEMENT

IBANDA DISTRICT MOCK P230/1 2022 MOCK

(a) Describe the procedures involved in carrying out personal selling (14 marks)

(b) Explain the disadvantages of personal selling (06 marks)

WAKISSHA P230/1 2022 MOCK

(a) Describe the marketing decision areas considered by entrepreneurs when making marketing programs (10 marks)

(b) What marketing strategies do entrepreneurs adopt to promote their sales? (10 marks)

JEBB P230/1 2022 MOCK

(a) Discuss the factors that determine the target market population (12 marks)

(b) How can an entrepreneur manage difficult customers? (08 marks)

KAMSSA P230/1 2022 MOCK

(a) Explain the tools of an effective marketing strategy in business. (10marks)

(b) State and explain the aspects considered in carrying out market segmentation. (10marks)

AITEL P230/1 2022 MOCK

(a) Explain the objectives of pricing business products. (10 marks)

(b) Explain the factors considered when determining prices for business products. (10 marks)

MATIGO P230/1 2022 MOCK

a) Give the major differences between marketing and selling. (10 marks)

b) Explain the tools of effective marketing strategies. (10 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

(a) Discuss the process of creative selling. (08marks)

b) What are the importance and challenges of creative salesmanship? (12marks)

UMTA P230/1 2022 MOCK

- (a)What are the steps followed when carrying out market research? (10 marks)
(b)Why do entrepreneurs set prices for their goods and services? (10 marks)

TOPIC 11 SALES PROMOTION

TOPIC 12 PERSONEL OR HUMAN RESOURCE MANAGEMENT

IBANDA DISTRICT MOCK P230/1 2022 MOCK

- (a)Why is it important to train workers in a small enterprise? (08 marks)
(b)Account for wage variation among workers in a business (12 marks)

WAKISSHA P230/1 2022 MOCK

- (a)What instances may lead to an increase in the workers's pay? (10 marks)
(b)Explain the key elements of personnel management (10 marks)

JEBB P230/1 2022 MOCK

- (a)Explain the causes of high labour strikes in most enterprises (10 marks)
(b)Assess the effects of labour strikes on the business sector (10 marks)

MAKADITA P230/1 2023 MOCK

- (a)Why is it important to train workers in an organisation? (10 marks)
(b)What incidences may lead a worker to be terminated from an enterprise? (10 marks)

AITEL P230/1 2022 MOCK

- (a) Explain the procedures for recruiting workers in an enterprise. (10 marks)
(b) Explain the factors that determine employee training and professional development. (10 marks)

KWGSA P230/1 2022 MOCK

- (a)What is the purpose of performance appraisal in an enterprise? (12 marks)
(b)Explain the various methods of performance appraisal used in a school business. (08 marks)

MATIGO P230/1 2022 MOCK

- a) Distinguish between a job description and job performance standards. (4 marks)
b) What are the implications of performance appraisals to an organization? (16 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (a) Identify the indicators of;
i) a competent workforce (05marks)
ii) indiscipline among workers (05marks)
b) Examine the circumstances under which an entrepreneur may carry out employee performance assessment. (10marks)

UTEC P230/1 2022 MOCK

- a) Describe the techniques used by employers to retain employees in their enterprises (10marks)
- b) Why is it necessary for employers to retain employees in an enterprise 10marks

UMTA P230/1 2022 MOCK

- a) Explain the importance of manpower planning in Business (10mark)
- b) Describe the methods used when carrying out performance appraisal in business (10 marks)

TOPIC 13 BUSINESS COMPETITION

JEBB P230/1 2022 MOCK

- (a) Examine the role of competition in the business (12 marks)
- (b) Explain the factor considered when evaluating business competition (08 marks)

AITEL P230/1 2022 MOCK

- (a) What are the indicators of increase in the level of competition. (10marks)
- (b) Explain the factors that influence competition in business. (10 marks)

UPISA P230/1 2022 MOCK

- (a) Explain the factors affecting competition (08 marks)
- (b) Assess the effects of competition in business (12 marks)

TOPIC 14 TAXATION

IBANDA DISTRICT MOCK P230/1 2022 MOCK

- (a) Account for the popularity of direct taxes (10 marks)
- (b) Explain the measures being taken to improve tax compliance in Uganda (10marks)

WAKISSHA P230/1 2022 MOCK

- (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 community? (08 marks)

JEBB P230/1 2022 MOCK

- (a) Explain the factors that determine tax compliance (12 marks)
- (b) What are the benefits of paying taxes to an entrepreneur? (08 marks)

KAMSSA P230/1 2022 MOCK

- (a) Why are indirect taxes preferred to direct taxes in your country? (10marks)
- (b) Account for the high rate of non-tax compliance in your country. (10marks)

KWGSA P230/1 2022 MOCK

- (a) Examine the different forms of direct taxes levied by your country's government. (10 marks)
- (b) Give the rationale for taxation in an economy (10 marks)

MATIGO P230/1 2022 MOCK

- a) Define the term Non- Tax Revenue (NTR) and give any **three** examples. (4 marks)
- c) Explain the factors that determine the level of tax compliance in your country. (16 marks)

RESOURCEFULL MOCK P230/1 2022 MOCK

- (a) Justify the popularity of indirect taxes over direct taxes. (12marks)
- b) Explain the limitations to effective tax administration. (08 marks)

UTEC P230/1 2022 MOCK

- a) Account for increased low tax compliance in your country (10marks)
- b) Explain the rationale for paying taxes to the business sector (10marks)

MAKADITA P230/1 2023 MOCK

- (a) Explain clearly the different types of direct and indirect taxes (12 marks)
- (b) Give the purpose of charging and paying taxes in your country (08 marks)

TOPIC 15 CAPITAL MARKETS

TOPIC 16 FINANCIAL PLANING FOR SMALL BUSINESS

KWGSA P230/1 2022 MOCK

- (a) Describe the procedure of accessing a loan. (05 marks)
- (c) Under what **seven** circumstances a loan request may be rejected. (07 marks)
- (d) Give any **four** guidelines for proper handling of a loan. (08 marks)

UMTA P230/1 2022 MOCK

- a) Describe the users of accounting records and books (10 marks)
- b) Explain the various ways of minimizing cash shortfalls in the business (10 marks)

END