

**ENTREPRENEURSHIP P230/1 2023 MOCKS RESEARCHED AND COMPILED
BY MPALAGANYI ERIC BUSINESS EDUCATION TEACHER
0706790077/0783327599**

ADVANCED LEVEL ENTREPRENEURSHIP P230/1 MOCKS COMPILED 2023

Preface:

This document comprises of the following MOCKS set in 2023;

- 1) ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC)
- 2) ASK INTEGRATED TEACHERS EXAMINATION BUREAU LIMITED (AITELE)
- 3) ASSHU ANKOLE JOINT MOCK EXAMINATIONS (ASSHU ANKOLE)
- 4) ASSOCIATION OF CATHOLIC SCHOOLS AND TEACHERS IN KAMPALA ARCHDIOCESE (ACEITEKA) MOCK FIRST SET
- 5) ASSOCIATION OF CATHOLIC SCHOOLS AND TEACHERS IN KAMPALA ARCHDIOCESE (ACEITEKA) SECOND SET
- 6) BUGANDA EXAMINATIONS COUNCIL (BECO)
- 7) CENTRAL REGION TEACHERS' ASSOCIATION (CERETA)
- 8) ENTEBBE JOINT EXAMINATIONS BUREAU (EJJE)
- 9) ERETA EDUCATION CONSULTS (ERETA)
- 10) IBANDA DISTRICT MOCK
- 11) JINJA JOINT EXAMINATIONS BOARD (JEBB)
- 12) KABALE DISTRICT JOINT MOCK EXAMINATIONS
- 13) KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA)
- 14) KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA)
- 15) KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KASSEC)
- 16) KAYUNGA SECONDARY SCHOOLS HEAD TEACHERS AND PRINCIPALS' ASSOCIATION (KASSHIPA)
- 17) LANGO SECONDARY SCHOOLS MOCK EXAMINATIONS ASSOCIATION (LASSMEA)
- 18) MASAKA DIOCESAN EXAMINATIONS BOARD (MACIDATA)
- 19) MATIGO EXAMINATIONS BOARD (MATIGO)
- 20) MPIGI SECONDARY SCHOOLS HEAD TEACHERS' ASSOCIATION (MPISSHA) JOINT MOCK EXAMINATIONS
- 21) NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB)
- 22) PROVINCIAL NAMIREMBE DIOCESE COUHEIA SECONDARY MOCK EXAMINATIONS (NAMIREMBE DIOCESE COUHEIA)
- 23) TESO SECONDARY SCHOOLS MOCK EXAMINATIONS ASSOCIATION (TESSMEA)
- 24) UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA)
- 25) UGANDA NATIONAL ECONOMICS AND ENTREPRENEURSHIP SOCIETY (UNESSO)
- 26) UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA)

RESEARCHED AND COMPILED BY MPALAGANYI ERIC BUSINESS EDUCATION TEACHER

- 27) UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES)
- 28) UGANDA TEACHERS' EDUCATION CONSULT (UTEC)
- 29) UGANDA MARTYRS S.S NAMUGONGO, ST JOSEPH'S SS NAGGALAMA, SEETA HIGH SCHOOL (MAIN) & SEETA HIGH SCHOOL MUKONO (UNASSE)
- 30) UNITED TEACHERS' EXAMINATIONS BOARD (UTEB)
- 31) WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA)
- 32) WAKISO-KAMPALA TEACHERS'S ASSOCIATION (WAKATA)

SECTION A QUESTIONS FROM P230/1 2023 MOCKS

TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION

MAKADITA P230/1 2023 MOCK

- i) Who is an entrepreneur? (01 mark)
- ii) Outline the major competencies one should possess to be successful in entrepreneurship (03marks)

MAKADITA P230/1 2023 MOCK

Entrepreneurs are known to distinguish themselves in order to influence public perception so as to stand out of the crowd by elevating their credibility using gifts and values of the products they put on the market

- i) List any two principles they must apply to attain the objective (02 marks)
- ii) Mention any two benefits of their aim (02 marks)

NEREB P230/1 2023 MOCK

- (i) Define the term personal branding. (01 mark)
- (ii) State any three steps involved in creating a personal brands. (03 marks)

NEREB P230/1 2023 MOCK

- (i) What is meant by the entrepreneurial culture? (01 mark)
- (ii) Identify any three reasons for developing entrepreneurial culture. (03 marks)

ACEITEKA P230/1 2023 MOCK FIRST SET

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

EJJEB P230/1 2023 MOCK

- (i) What is negotiation? (01 mark)
- (ii) Outline any three tactics of negotiating with employees. (03 marks)

UTES P230/1 2023 MOCK

- (i) What is meant by entrepreneurial motivation? (01 mark)
- (ii) State any three barriers to entrepreneurial motivation in your country. (03 marks)

WAKATA P230/1 2023 MOCK

- i)Who is an entrepreneur (01 mark)
ii)State any three factors that limit entrepreneurs from adopting change in their businesses (03 marks)

ERETA EDUCATION CONSULTS P230/1 2023 MOCK

Mention any two

- (i)Constraints to adopting change in business (02 marks)
(ii)Ways of encouraging positive attitude (02 marks)

AITEL P230/1 2023 MOCK

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

AITEL P230/1 2023 MOCK

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

ASSHU ANKOLE P230/1 2023 MOCK

- i)Define risk identification (1 mark)
ii)Mention the first three steps involved in the risk identification process (3 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- I)What is meant by transitional change? (1 mark)
Ii)Give three reasons why change occurs in businesses in parts of Uganda (3 marks)

UNASSE P230/1 2023 MOCK

- i)What is meant by personal branding ? (1 mark)
ii)Outline any three benefits of personal branding to a producer (3 marks)

TESSMEA P230/1 2023 MOCK

- i)Distinguish between knowledge and skills as used in entrepreneurship (2 marks)
ii)Mention two traits of innovative people (02 marks)

UTEC P230/1 2023 MOCK

- i)Distinguish between low risks and high risks (2 marks)
ii)Give any two ways of risk avoidance (2 marks)

UTEC P230/1 2023 MOCK

- i)Mention any four principles of business ethics (04 marks)

KASSEK P230/1 2023 MOCK

- i)Distinguish between creativity and innovation (02 marks)

ii)Mention two attributes of an innovator (02 marks)

MATIGO P230/1 2023 MOCK

To achieve full utilization of resources and economic development, there is need to instill a culture that encourages the whole population to take advantage of the abundant opportunities in the environment.

(a)(i)Outline any two determinants of this aspect (02 marks)

(b)Mention any two ways in which it can be promoted (02 marks)

UNESSO P230/1 2023 MOCK

(i)Who is an entrepreneur? (01 mark)

(ii)State any three factors that limit entrepreneurs from adopting change in their businesses. (03 marks)

KAMOTA P230/1 2023 MOCK

(i) Distinguish between "developmental" and "transitional" change. (02 marks)

(ii) Mention any two causes of resistance to change at the workplace (02 marks)

NAMIREMBE DIOCESE P230/1 2023 MOCK

(i)Distinguish between an entrepreneur and an intra-prenuer (02 marks)

(ii)Mention any two elements of Entrepreneurship Education (02 marks)

UPISA P230/1 2023 MOCK

(i)What is meant by entrepreneurial competencies (01 mark)

(ii)State three types of business competencies (03marks)

KASSHPA P230/1 2023 MOCK

(i)What is meant by entrepreneurial culture (01 marks)

(ii)State any three measures taken by the government to promote entrepreneurship in Uganda (03 marks)

KAMSSA P230/1 2023 MOCK

(i)Mention any two reasons for the popularity of self-employment over paid employment (02 marks)

(ii)State any two causes of wage differentials. (02 marks)

KAMSSA P230/1 2023 MOCK

(i)Define the term negotiation (01 mark)

(ii)Give any three attributes of a good negotiation system (03 Marks)

KAMSSA P230/1 2023 MOCK

Outline three roles of entrepreneurship in economic development (03 marks)

UMTA P230/1 2023 MOCK

- (i)What is meant by the term achievement motivation (01 mark)
(ii)People with a strong need for achievement have common features, what are these features? (03 marks)

WAKISSHA P230/1 2023 MOCK

- (i)What is meant by business ethics? (01 mark)
(ii)Identify any three unethical conducts of businesses towards customers (03 marks)

TOPIC 2 ENTREPRENEURIAL ENVIRONMENT

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

Give any four benefits of globalization to entrepreneurs in Uganda. (04 marks)

ERETA EDUCATION CONSULTS P230/1 2023 MOCK

Give any two

- i. Benefits (02 marks)
ii. Determinants of globalization (02 marks)

WAKATA P230/1 2023 MOCK

- i)Distinguish between entrepreneurial environment and entrepreneurial culture (02marks)
ii)Outline any two economic environment factors that affect entrepreneurship (02marks)

JEBB P230/1 2023 MOCK

- i)Define the term entrepreneurial environment (01 marks)
ii)Suggest three strategies that can be adopted by entrepreneur for improving entrepreneurial environment (03 marks)

UNESSO P230/1 2023 MOCK

- (i)Distinguish between entrepreneurial environment and entrepreneurial culture (02 marks)
(ii)Outline any two economic environment factors that affect entrepreneurship (02 marks)

UPIISA P230/1 2023 MOCK

- (i)Outline any two economic factors that influence the entrepreneurial attitudes and opportunity identification (02 marks)
(ii)Mention any two business laws and regulations to be observed by entrepreneurs in Uganda (02 marks)

KASSHPA P230/1 2023 MOCK

- (i)Distinguish between economic environment and political environment (02 marks)
(ii)Mention two characteristics of entrepreneurial environment (02marks)

TOPIC 3 SOCIAL ENTREPRENEURSHIP

BECO P230/1 2023 MOCK

- (i) Distinguish between business enterprises and social enterprises. (02 marks)
- (ii) List any two indicators of the positive impact of social entrepreneurship in your community. (02 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- i) Define social entrepreneurship (01 mark)
- ii) Mention any three strategies for community development employed by social entrepreneurs (03 marks)

TESSMEA P230/1 2023 MOCK

Identify any two:-

- i) Elements/components of theory of change (02 marks)
- ii) Examples of social enterprises existing in Uganda (02 marks)

KASSEK P230/1 2023 MOCK

- i) What is meant by the term sustainable development (02 marks)
- ii) Outline any three elements of a social enterprise plan (03 marks)

NAMIREMBE DIOCESE P230/1 2023 MOCK

- (i) State any two environment protection bodies in Uganda (02 marks)
- (ii) How does it depend on the natural environment? (02 marks)

LASSMEA P230/1 2023 MOCK

- a(i) Define social entrepreneurship (01 mark)
- (ii) Give any three characteristics of social entrepreneurs (03 marks)

UMTA P230/1 2023 MOCK

- (i) Mention any two contributions of social entrepreneurs to the community (02 marks)
- (ii) Give any two environmental threats caused by businesses in Uganda (02 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

- (i) What is meant by social entrepreneurship? (01 mark)
- (ii) Outline any three strategies of ensuring sustainability of an enterprise (04 marks)

TOPIC 4 BUSINESS IDEAS

ACEITEKA P230/1 2023 MOCK FIRST SET

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

EJJEB P230/1 2023 MOCK

- (i) Distinguish between **market feasibility study** and **financial feasibility study**. (02 marks)

(ii) Give any **two** components of a **financial feasibility study**. (02 marks)

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

(i) Distinguish between a business idea and a business opportunity. (02 marks)

(ii) Identify any two indicators of market growth for a product. (02 marks)

UTES P230/1 2023 MOCK

Mention any **four** objectives of conducting a technical feasibility study. (04 marks)

ERETA EDUCATION CONSULTS P230/1 2023 MOCK

i. what is meant by technical feasibility study as used in Entrepreneurship? (02 marks)

ii. List any three indicators of a highly risky business venture. (02 marks)

UNESSO P230/1 2023 MOCK

(i) Define the term feasibility study. (01 mark)

(ii) Give any three benefits of carrying out a feasibility study before starting a business. (03 marks)

KAMOTA P230/1 2023 MOCK

State any four sources of business ideas (04 marks)

LASSMEA P230/1 2023 MOCK

i) Distinguish between a business idea and business opportunity (02 marks)

ii) Mention any two organisations that provide business opportunity guidance and counselling in Uganda (02 marks)

KASSHPA P230/1 2023 MOCK

(i) Define the term feasibility study (01 mark)

(ii) Mention three components of feasibility study (03 marks)

UTEB P230/1 2023 MOCK

(i) What is meant by the term feasibility study? (01 mark)

(ii) State any three types of feasibility studies that can be carried out by an entrepreneur (03 marks)

UMTA P230/1 2023 MOCK

a) What factors should an entrepreneur put into consideration when evaluating a business idea? (02 marks)

b) Mention any two factors that determine sales in business (02 marks)

WAKISSHA P230/1 2023 MOCK

(i) Distinguish between prototype and patent (02 marks)

(ii) Outline any two examples of trade secrets that can be preserved by entrepreneurs (02 marks)

TOPIC 5 BUSINESS OPPORTUNITIES

WAKATA P230/1 2023 MOCK

- i) Define the term feasibility study (01 mark)
ii) Give any three benefits of carrying out a feasibility study before carrying out a business (03 marks)

UNASSE P230/1 2023 MOCK

- i) Distinguish between a market feasibility study and a technical feasibility (02 marks)
ii) State any two objectives of conducting a technical feasibility study for a tea processing and packaging project (02 marks)

TESSMEA P230/1 2023 MOCK

- i) Give any two indicators of a good business opportunity for an entrepreneur (02 marks)
ii) Outline any two tools of effective marketing strategy (02 marks)

KAMSSA P230/1 2023 MOCK

- (i) Define the term feasibility study (01 mark)
(ii) Give any three benefits of carrying out a feasibility study before starting a business (03 marks)

TOPIC 6 SMALL AND MEDIUM ENTERPRISES**UTEC P230/1 2023 MOCK**

- i) Define insurance as used in entrepreneurship (01 mark)
ii) State any three merits of co-insurance to the insured (03 marks)

LASSMEA P230/1 2023 MOCK

- (i) State the principle of indemnity as used in insurance (01 mark)
(ii) Give any three importance of insurance to business (03 marks)

WAKISSHA P230/1 2023 MOCK

Mention any two indicators of:

- (i) A formalised business (02 marks)
(ii) A successful business (02 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

State any four factors that an entrepreneur should consider when assessing the possibility of suffering loss, harm or danger in business (04 marks)

TOPIC 7 GENDER AND ENTREPRENEURSHIP**MAKADITA P230/1 2023 MOCK**

State any two examples of:

- i) Fictitious beliefs constantly portrayed over the media and books about being male or female in your community (02 marks)
ii) Mention any two beliefs of their aim (02 marks)

NEREB P230/1 2023 MOCK

- (i) Define the term gender planning. (01 mark)
(ii) Give any three reasons that promote gender partnerships. (03 marks)

ACEITEKA P230/1 2023 MOCK FIRST SET

- (i) Define the term "gender partnership" (01 mark)

BECO P230/1 2023 MOCK

- (i) Define the term gender stereotyping as used in entrepreneurship. (01 mark)
(ii) Give any three examples of gender myths. (03 marks)

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

- (i) Define the term conscientisation as used in gender and entrepreneurship. (01 mark)
(ii) List any three factors that influence women participation in entrepreneurship. (03 marks)

UTES P230/1 2023 MOCK

- (i) Distinguish between gender partnership and gender stereo-typing. (02 marks)
(ii) Mention atleast **two** benefits of promoting gender partnership in steel and tubes business. (02 marks)

AITEL P230/1 2023 MOCK

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

KAMOTA P230/1 2023 MOCK

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

NAMIREMBE DIOCESE P230/1 2023 MOCK

- (i) Outline any two examples of gender myths (02 marks)
(ii) State any factors that promote gender partnership in society (02 marks)

TOPIC 8 BUSINESS PLANNING

TESSMEA P230/1 2023 MOCK

- i) What is a mission statement? (01 mark)
ii) List any three uses of a mission statement in an enterprise (03 marks)

TOPIC 9 PRODUCTION MANAGEMENT

MAKADITA P230/1 2023 MOCK

Distinguish between;

- i) Re-order level and lead time (02 marks)
ii) Prime costs and overhead costs (02 marks)

ACEITEKA P230/1 2023 MOCK FIRST SET

- (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)

EJJEB P230/1 2023 MOCK

- (i) Distinguish between **pricing** and **costing** as used in entrepreneurship. (02 marks)
(ii) State any **two** methods used in costing. (02 marks)

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

- (i) What is meant by quality as used in entrepreneurship? (01 mark)
(ii) Give any three attributes of a good supplier of inputs. (03 marks)

AITEL P230/1 2023 MOCK

- i) Distinguish between "inventory" and "Inventory management" (02 marks)
ii) State any two principles of effective purchasing (02 marks)

UTEC P230/1 2023 MOCK

- i) What is meant by inventory management? (01 mark)
ii) Outline any three tools used in inventory management (03 marks)

MATIGO P230/1 2023 MOCK

- (i) Outline any two types of inventory held in business. (02 marks)
(ii) Give two costs of maintaining high inventory levels in business (02 marks)

KAMOTA P230/1 2023 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)

NAMIREMBE DIOCESE P230/1 2023 MOCK

- (i) Suggest any two controls of effective time management (02 marks)
(ii) Why is there need for good time management. (02 marks)

LASSMEA P230/1 2023 MOCK

- (i) Define appropriate technology (01 mark)
(ii) Give any three characteristics of appropriate technology (03 marks)

KASSHPA P230/1 2023 MOCK

- (i) Define the term quality as used in production management (01 mark)
(ii) State three factors that influence the general quality standards of an enterprise (03 marks)

UTEB P230/1 2023 MOCK

- (i) Define the term lead time (01 mark)
(ii) Give any three advantages of a short lead time to a business (03 marks)

WAKISSHA P230/1 2023 MOCK

Give any two

- (i) Factors considered for capacity planning and design (02 marks)
(ii) Outcomes of increased production costs (02 marks)

TOPIC 10 MARKETING MANAGEMENT

BECO P230/1 2023 MOCK

Give any four conditions under which goods may be sold on credit. (04 marks)

JEBB P230/1 2023 MOCK

- i) Distinguish between the terms marketing techniques of marketing strategy as used in business (02 marks)
ii) Mention two objectives of marketing to a business enterprise (02 marks)

JEBB P230/1 2023 MOCK

Why may an enterprise sell goods on credit (04 mark)

LASSMEA P230/1 2023 MOCK

- (i) What is meant by target market population? (01 mark)
(ii) Outline any three factors that determine target market population in business (03 marks)

UPISA P230/1 2023 MOCK

- (i) List two elements of marketing mix (02 marks)
(ii) State two objectives of carrying out market research (02 marks)

KASSHPA P230/1 2023 MOCK

- i) Define the term market segmentation (01 mark)
(ii) Give three justifications for practicing market segmentation in an enterprise (03 marks)

TOPIC 11 SALES PROMOTION

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

List any four tools used by entrepreneurs when carrying out sales promotion. (04 marks)

UTES P230/1 2023 MOCK

- (i) What is meant by creative selling? (01 mark)
(ii) Mention at least **three** conditions under which creative selling may be effective. (03 marks)

ERETA P230/1 2023 MOCK

State any four expectations of a customer. (04 marks)

UNASSE P230/1 2023 MOCK

- i) Differentiate between a pull sales promotion strategy and a push sales promotion strategy (02 marks)
- ii) Mention any two benefits of sales promotion to a consumer (02 marks)

UTEC P230/1 2023 MOCK

- i) Distinguish between a pull sales promotion strategy and a push sales strategy (02 marks)
- ii) Give any two factors entrepreneurs should consider in designing a promotion strategy (02 marks)

KASSEK P230/1 2023 MOCK

- i) Distinguish between product value and non-product value methods of sales promotion (02 marks)
- ii) List any two elements of an advertising message (02 marks)

UMTA P230/1 2023 MOCK

- (i) Distinguish between a push and pull strategy as used in sales promotion (02 marks)
- (ii) State any two ways in which entrepreneurs in Uganda promote their sales (02 marks)

TOPIC 12 PERSONNEL OR HUMAN RESOURCE MANAGEMENT

NEREB P230/1 2023 MOCK

- (i) Distinguish between labour turnover and labour planning (02 marks)
- (ii) Outline any two costs of labour turnover (02 marks)

BECO P230/1 2023 MOCK

- (i) What is meant by motivation in human resource management? (01 marks)
- (ii) Mention any three ways of motivating employees in an enterprise. (03 marks)

TOPIC 13 BUSINESS COMPETITION

NEREB P230/1 2023 MOCK

- (i) What is meant by competition? (01 marks)
- (ii) Mention any two factors considered in analyzing competition. (02 marks)

WAKATA P230/1 2023 MOCK

List any four adverse effects of business competition to an entrepreneur (04 marks)

UNASSE P230/1 2023 MOCK

- i) Define competition (1 mark)
- ii) Identify any three factors that affect competition in business (3 marks)

MATIGO P230/1 2023 MOCK

- (i) Distinguish between competitive cost advantage and sustainable competitive advantage

(02 marks)

(ii) Mention any two ways in which firms compete

(02 marks)

UNESSO P230/1 2023 MOCK

List any three adverse effects of business competition to an entrepreneur (04 marks)

UMTA P230/1 2023 MOCK

State any four factors considered when analysing competition

(04 marks)

MAKADITA P230/1 2023 MOCK

i) Define the term 'sustainable competitive advantage'

(01 mark)

ii) Under what circumstances may an entrepreneur maintain a sustainable competitive advantage?

(03 marks)

TOPIC 14 FINANCIAL PLANNING

ACEITEKA P230/1 2023 MOCK FIRST SET

(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)

KAMOTA P230/1 2023 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)

WAKATA P230/1 2023 MOCK

Mention any four reasons for ensuring proper financial record keeping in business (04 marks)

AITEL P230/1 2023 MOCK

- i) Define the term financial planning (01 mark)
ii) Give three reasons for financial planning (3 marks)

UPISA P230/1 2023 MOCK

- (i) List two sources of business capital (02 marks)
(ii) Give two factors that determine lending terms and conditions (02 marks)

UTEB P230/1 2023 MOCK

Given the following assets and liabilities of a business

Stock	5,600,000
Land	14,000,000
Furniture	7,000,000
Debtors	2,800,000
Creditors	4,500,000

Calculate the value of

- (i) Capital (01 mark)
(ii) Total current assets of the business (01 mark)

ACEITEKA P230/1 2023 MOCK SECOND SET

You are provided with the following information from the books of accounts of Kazibure traders for the year ended 31/12/2020

	Shs
Current assets	6,000,000
Current ratio	2:1
Stock 01/01/2020	1,000,000
Stock 31/12/2020	1,200,000

- (i) Determine working capital (02 marks)
(ii) Compute acid test ratio (02 marks)

TOPIC 15 TAXATION

EJJEB P230/1 2023 MOCK

Outline any **four** rights of a tax payer. (04 marks)

EJJEB P230/1 2023 MOCK

Nkata's tax liability for the year is Shs 100,000 and his tax rate is 10%. Calculate Nkata's taxable income. (04 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- i) Define taxable capacity (01 mark)
- ii) Outline any three factors limiting taxable capacity in Uganda (03 marks)

KASSEC P230/1 2023 MOCK

- i) Distinguish between tax base and tax compliance (02 marks)
- ii) Give any three features of indirect taxes (02 marks)

JEBB P230/1 2023 MOCK

- i) List any two elements of financial management in business enterprises (02 marks)
- ii) State any two uses of accounting information in business enterprises (02 marks)

MATIGO P230/1 2023 MOCK

URA has sent to Amanda an sms reminding her about her tax arrears for the last 18 months.

- (i) Mention any two factors that might have led to Amanda's behaviour (02 marks)
- (ii) List any two strategies that URA can adopt to reserve this behaviour (02 marks)

UTEB P230/1 2023 MOCK

- (i) What is meant by tax evasion? (01 marks)
- (ii) Mention any three effects of tax evasion on an enterprise (03 marks)

WAKISSHA P230/1 2023 MOCK

There is need for entrepreneurs to meet their tax obligations as set out in the appropriate legal provisions

- (i) State any two aims of this practice (02 marks)
- (ii) Mention any two rights of a tax payer (02 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

Outline four roles of Uganda revenue authority (04 marks)

TOPIC 16 CAPITAL MARKETS

BECO P230/1 2023 MOCK

- (i) Differentiate between government bonds and corporate bonds. (02 marks)
- (ii) State two merits of investing in shares. (02 marks)

UTES P230/1 2023 MOCK

- (i) Define Debt financing as used in relation to capital markets. (01 mark)
- (ii) Outline any **three** costs of Debt financing as away raising capital. (03 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- i) Distinguish between a monetary market and a capital market (2 marks)
- ii) Outline any two features of capital markets in Uganda (2 marks)

UNASSE P230/1 2023 MOCK

- i) Define a prospectus as used in relation to equity financing (01 mark)
ii) List any three contents in a prospectus (03 marks)

TESSMEA P230/1 2023 MOCK

State any four advantages of collective investment schemes (04 marks)

JEBB P230/1 2023 MOCK

Mention any four legal documents used in buying and selling of shares (04 marks)

MATIGO P230/1 2023 MOCK

State any four players of capital markets (04 marks)

NAMIREMBE DIOCESE P230/1 2023 MOCK

List any four roles of capital Markets Authority (04 marks)

UPIISA P230/1 2023 MOCK

Give any four advantages of raising long term finance through capital markets (04 marks)

UTEB P230/1 2023 MOCK

- (i) Distinguish between Equity Financing and Debt financing (01 mark)
(ii) Mention any two examples of debt instruments traded in the stock exchange (02 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

- (i) Distinguish between equity financing and debt financing (02 marks)
(ii) Give any two key players in Uganda's capital markets (02 marks)

SECTION B QUESTIONS FROM P230/1 2023 MOCKS

TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION

NEREB P230/1 2023 MOCK

- (a) Explain the various techniques of developing creative ability (10 marks)
(b) Examine the barriers to creativity in business (10 marks)

NEREB P230/1 2023 MOCK

- (a) Of what importance is innovation to a business? (10 marks)
(b) How may an entrepreneur increase innovation in a business? (10 marks)

NEREB P230/1 2023 MOCK

- (a) Examine the principles of good business ethics in a business (10 marks)
(b) What are the benefits of good business ethics in a business? (12 marks)

ACEITEKA P230/1 2023 MOCK FIRST SET

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

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

MPISHA JOINT MOCK EXAMINATIONS P230/1 2023

- (a) Explain the characteristics of a creative person. (10 marks)
(b) What limits people from being creative? (10 marks)

EJJEB P230/1 2023 MOCK

- (a) Under what conditions may communication in an enterprise be effective? (08 marks)
(b) Discuss the techniques that should be used by entrepreneurs while attending a communication message. (12 marks)

BECO P230/1 2023 MOCK

- (a) Discuss the various forms of communication used by entrepreneurs in Uganda. (08 marks)
(b) Advise an entrepreneur on ways of ensuring effective communication in a business. (12 marks)

WAKATA P230/1 2023 MOCK

- a) Describe the various managerial skills of an entrepreneur (10 marks)
b) Advise an entrepreneur on the relevancy of observing business ethics (10 marks)

AITEL P230/1 2023 MOCK

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

TESSMEA P230/1 2023 MOCK

- a) Give and explain any five principles of personal branding (10 marks)
b) What are the significance of developing a personal brand in a business? (10 marks)

UTEC P230/1 2023 MOCK

- a) Examine the factors affecting creativity in an enterprise (10 marks)
b) Why is it important to promote creativity in an enterprise? (10 marks)

UTEC P230/1 2023 MOCK

- a) Discuss the canons of a good personal brand (10 marks)
b) Explain the advantages of personal branding in an enterprise (10 marks)

KASSEK P230/1 2023 MOCK

- a) Describe the essentials of effective communication (10 marks)
b) What is the role of communication in business? (10 marks)

CERETA P230/1 2023 MOCK

- a) Discuss the sources and types of innovation in business (10 marks)

b) Why is innovation more embraced in small enterprises than in large ventures? (10 marks)

MATIGO P230/1 2023 MOCK

a) Identify the steps that an entrepreneur should follow when making ethical decisions (08 marks)

b) Explain the factors that influence an entrepreneur while making ethical decisions (12 marks)

UNESSO P230/1 2023 MOCK

a) Describe the various managerial skills of an entrepreneur (10 marks)

b) Advise an entrepreneur on the relevance of observing business ethics (10 marks)

KAMOTA P230/1 2023 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)

LASSMEA P230/1 2023 MOCK

a) Explain the essentials of effective communication in business (06 marks)

b) What are the merits of effective communication in business? (14 marks)

KASSHPA P230/1 2023 MOCK

a) Describe the principles of negotiation (10 marks)

b) Explain the challenges that may limit successful negotiation in a business (10 marks)

KASSHPA P230/1 2023 MOCK

a) Describe the stages involved in the creative process (08 marks)

b) Explain the factors that limit creative thinking in the business (12 marks)

KAMSSA P230/1 2023 MOCK

a) Explain the principles that govern development of a lucrative personal brand (10 marks)

b) What do entrepreneurs get from developing a personal brand? (10 marks)

UTEB P230/1 2023 MOCK

a) Describe the supportive skills required by entrepreneurs today (10 marks)

b) Explain the benefits and challenges of paid employment (10 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

a) Describe the principles of effective personal branding (10 marks)

b) What is the purpose of developing a good personal brand for an enterprise (10 marks)

TOPIC 2 ENTREPRENEURIAL ENVIRONMENT

EJJEB P230/1 2023 MOCK

- (a)What global environmental factors influence entrepreneurial intentions? (12 marks)
(b)How can an entrepreneurial environment be improved? (08 marks)

BECO P230/1 2023 MOCK

- (a)Describe the characteristics of the entrepreneurial environment in Uganda.(08marks)
(b)Examine the economic factors that influence the level of entrepreneurship in Uganda.
(12marks)

UTES P230/1 2023 MOCK

- (a) Explain demographical factors that influence entrepreneurial decisions in your country.
(10 marks)
(b) Suggest ways of improving on entrepreneurial environment in your country.
(10 marks)

UNASSE P230/1 2023 MOCK

There are many factors and their organic integration that influence the business start up process by entrepreneurs in Uganda ;

- a)Explain the demographic factors that affect the business start up process and management by entrepreneurs (10 marks)
b)What is being done by the government of Uganda to promote entrepreneurial activities ? (10 marks)

MATIGO P230/1 2023 MOCK

The trans-border movement of people, goods, capital and ideas is taking place due to economic integration which enhances trade.

- a)Examine the determinants of this movement (10 marks)
b)What is the impact of this movement to entrepreneurship? (10 marks)

LASSMEA P230/1 2023 MOCK

- a)Explain the characteristics of the entrepreneurial environment (06 marks)
b)Discuss the economic factors that influence entrepreneurial attitudes (14 marks)

UTEB P230/1 2023 MOCK

- (a)Explain the demographic factors influencing entrepreneurial attitudes and intensions (12 marks)
(b)What measures are being taken by the government to promote entrepreneurship in your country? (08 marks)

UMTA P230/1 2023 MOCK

The entrepreneurial environment can operate better when the political environment factors are boosted.

- a)Explain the political factors that foster entrepreneurial decisions and intensions (10 marks)
b)Of what importance is globalization in the business world today (10 marks)

WAKISSHA P230/1 2023 MOCK

- a) Discuss the political and social -cultural determinants of entrepreneurial intentions and attitudes (14 marks)
- b) Explain the family variables that influence entrepreneurial intentions (06 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

The trans-border movement of people, goods, capital and ideas is taking place due to economic integration which enhances trade

- a) Explain the determinants of this movement (10 marks)
- b) Explain the impact of this movement to entrepreneurship (10 marks)

TOPIC 3 SOCIAL ENTREPRENEURSHIP

JEBB P230/1 2023 MOCK

- a) Examine the role of social entrepreneurship in economic development of Uganda (12 marks)
- b) What threats are faced by social enterprises in community development (08 marks)

MAKADITA P230/1 2023 MOCK

- a) Examine the causes of business failure in Uganda (10 marks)
- b) Evaluate the impact of business activities in the society (10 mark)

EJJEB P230/1 2023 MOCK

- (a) Examine the implications of climate change and global warming. (10 marks)
- (b) Discuss the solutions to climate change. (10 marks)

MPISSHA P230/1 2023 MOCK

- (a) Explain the factors considered when developing a social enterprise plan. (10 marks)
- (b) What are the characteristics of social entrepreneurs? (10 marks)

UTES P230/1 2023 MOCK

- (a) Describe the structure of a social enterprise plan. (10 marks)
- (b) What are the indicators of a positive impact of social entrepreneurship in your country? (10 marks)

AITEL P230/1 2023 MOCK

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

UNASSE P230/1 2023 MOCK

Social entrepreneurs aim at creating a positive and sustainable impact on society;

- a) Describe the process of becoming a social entrepreneur (10 marks)
- b) Explain the opportunities available for social entrepreneurs in your country today

(10 marks)

UTEC P230/1 2023 MOCK

- a) Explain the causes of unsustainable use of your country's resources (10 marks)
b) How can entrepreneurs use visionary approach technique to ensure sustainable use of resources? (10 marks)

UPIISA P230/1 2023 MOCK

- a) What are the characteristics of social entrepreneurs? (10 marks)
b) Describe the process of becoming a social entrepreneur (10 marks)

TOPIC 4 BUSINESS IDEAS

WAKATA P230/1 2023 MOCK

- a) Explain the sources of business ideas available for entrepreneurs (12 marks)
b) Describe the procedure of turning a business idea into a product/ business opportunity (08 marks)

UNESSO P230/1 2023 MOCK

- a) Explain the sources of business ideas available for entrepreneurs (12 marks)
b) Describe the procedure of turning a business idea into a product/ business opportunity (08 marks)

TOPIC 5 BUSINESS OPPORTUNITIES

ACEITEKA P230/1 2023 MOCK

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

ASSHU ANKOLE P230/1 2023 MOCK

- a) Examine the factors that determine the level of profits of a potential business (10 marks)
b) Describe the ways used by entrepreneurs to increase profits in their businesses (10 marks)

KAMOTA P230/1 2023 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)

UPIISA P230/1 2023 MOCK

- a) Explain the components of a feasibility study (10 marks)
b) Explain the factors that affect the level of profits for a business. (10 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

- a) Analyse the contents of a feasibility study. (10 marks)
b) Under what instances may an entrepreneur carryout a feasibility study before starting a business? (10 marks)

MAKADITA P230/1 2023 MOCK

- a)What are the procedures of;
i)turning a business idea into a product/business opportunity (05 marks)
ii)evaluating the profitability of a business opportunity? (05 marks)
b) The law requires that environmental impact assessment is done before some businesses are set up, what are the consequences that result from non-compliance? (10 marks)

TOPIC 6 SMALL AND MEDIUM ENTERPRISES

MAKADITA P230/1 2023 MOCK

- a)Why are SMEs more popular in Uganda today? (10 marks)
b)Explain the significances of operating family businesses (10 marks)

ACEITEKA P230/1 2023 MOCK FIRST SET

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

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

- (a)Explain the factors that necessitate good relationships between family and business (10 marks)
(b)How can family businesses be successfully operated. (10 marks)

UTES P230/1 2023 MOCK

- (a)Account for popularity family businesses in your country. (08 marks)
(b)Explain the challenges facing family businesses in your country. (12 marks)

ERETA P230/1 2023 MOCK

- a) Explain the benefits of formalising a business. (10 marks)
b) Analyse the challenges faced by entrepreneurs while formalising their businesses in Uganda. (10 marks)

UNASSE P230/1 2023 MOCK

Many businesses are started and managed by family members to achieve family objectives;

- a)Explain the role of family businesses in your community (10 marks)
b)Account for the high rate of failure of family business in your country (10 marks)

TESSMEA P230/1 2023 MOCK

- a)Account for the popularity of small and medium enterprises (10 marks)
b)What are the responsibilities of insurance companies to small and medium enterprises?

(10 marks)

KASSEK P230/1 2023 MOCK

- a) Why are small and medium enterprises (SMEs) popular in Uganda? (08 marks)
b) What role do insurance companies play in the economic development of your country? (12 marks)

MATIGO P230/1 2023 MOCK

- a) Why do businesses exist in varying sizes? (12 marks)
b) Explain the factor that necessitate good relationship between family and business (08 marks)

KAMOTA P230/1 2023 MOCK

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

NAMIREMBE DIOCESE P230/1 2023 MOCK

- a) Explain the principles of insurance (10 marks)
b) Explain the factors considered by the insurer when determining premium to be paid (10 marks)

UPISA P230/1 2023 MOCK

- a) Explain the challenges of small and medium enterprises (10 marks)
b) Suggest measures government of Uganda can undertake to promote SMES. (10 marks)

UTEB P230/1 2023 MOCK

- a) Explain the advantages associated with operating a formal business (10 marks)
b) What challenges are faced by insurance companies in your country (10 marks)

UMTA P230/1 2023 MOCK

- a) Explain the factors that necessitate a good relationship between family and business (08 marks)
b) Many relatives have come together to establish business with the hope that they will succeed in operation but they end up failing. What is causing such failure in businesses? (12 marks)

WAKISSHA P230/1 2023 MOCK

- a) Why are informal businesses preferred to informal businesses? (12 marks)
b) Analyse the factors that provide a base for establishment of family businesses (08 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

- a) Advise an entrepreneur on the relevance of obtaining an insurance policy. (06 marks)
b) Explain the challenges faced by the insurance industry in Uganda (14 marks)

TOPIC 7 GENDER AND ENTREPRENEURSHIP

JEBB P230/1 2023 MOCK

- a)Examine the factors that affect women 's participation in entrepreneurial activities (12 marks)
- b)Suggest the measures that should be taken to promote gender balance in entrepreneurial activities in Uganda (08 marks)

LASSMEA P230/1 2023 MOCK

- a)Explain the obstacles to women in entrepreneurship (08 marks)
- b)Suggest measures that can be taken to encourage women participation in entrepreneurship (12 marks)

KAMSSA P230/1 2023 MOCK

- a) Explain the factors affecting women participation in entrepreneurship (10 marks)
- b) What measures are being taken by the government of Uganda to promote women participation in entrepreneurship? (10 marks)

WAKISSHA P230/1 2023 MOCK

- a) Account for the large number of female entrepreneurs in your country (10 marks)
- b) What strategies can be adopted to enhance gender partnership? (10 marks)

TOPIC 8 BUSINESS PLANNING

EJJEB P230/1 2023 MOCK

- (a)Discuss the structure of a financial plan. (08 marks)
- (b)Examine the factors that affect the implementation of a business plan. (12 marks)

BECO P230/1 2023 MOCK

- (a)Describe the components of a marketing plan. (10marks)
- (b)Explain the importance of marketing plan to an entrepreneur. (10marks)

UTES P230/1 2023 MOCK

- (a)Describe the contents of an organizational plan. (08 marks)
- (b)Explain the factors that influence business plan implementation. (12 marks)

ERETA P230/1 2023 MOCK

- a) Describe the structure of an executive summary of a business plan. (10 marks)
- b) Justify the need for including an action plan while preparing a business plan. (10 marks)

WAKATA P230/1 2023 MOCK

- a)What contents should be included in a business plan? (10 marks)
- b)Why should an entrepreneur prepare business plan? (10 marks)

UNESSO P230/1 2023 MOCK

- a)What contents should be included in a business plan? (10 marks)
- b)Why should an entrepreneur prepare business plan? (10 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- a) Explain the factors that should be considered when designing a marketing plan (10 marks)
- b) Explain the importance of a business plan to an entrepreneur (10 marks)

UNASSE P230/1 2023 MOCK

A business plan is a management tool that looks at a planned business in a logical and systematic way;

- a) Describe the structure of business plan (10 marks)
- b) Explain the factors that influence business plan implementation by entrepreneurs in your country (10 marks)

KASSEK P230/1 2023 MOCK

- a) Describe the steps involved in preparing a business plan (06 marks)
- b) Explain the rationale for preparing a business plan. (14 marks)

JEBB P230/1 2023 MOCK

Entrepreneurs in an attempt of being orderly in carrying out business activities, develop a document to guide them.

- a) Of what importance is the document to an entrepreneur? (08 marks)
- b) Suggest possible strategies to be adopted by an entrepreneur in successful implementation of business activities (12 marks)

MATIGO P230/1 2023 MOCK

Kitone is drafting a document to act as a management tool to help keep focus on the nature of business in order to achieve the goals

- a) Describe the components she can include to make this document complete (12 marks)
- b) Under what circumstances may she draft this document? (08 marks)

KASSHPA P230/1 2023 MOCK

- a) Explain the components of an organisational plan (10 marks)
- b) Under what circumstances may an entrepreneur fail to implement a business plan? (10 marks)

KAMSSA 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 business plan (10 marks)

UMTA P230/1 2023 MOCK

- a) Describe the components of a financial plan (10 marks)

b) A business can have all the finances to operate but without proper marketing, nothing can be achieved. Why do businesses design marketing plans? (10 marks)

WAKISSHA P230/1 2023 MOCK

Kirabo is in the process of establishing another branch for her restaurant and has drawn a layout for the sequenced activities to achieve the set goal.

a) What elements must not miss in her document? (10 marks)

b) Why does the implementation of most business plans fail? (10 marks)

TOPIC 9 PRODUCTION MANAGEMENT

NEREB P230/1 2023 MOCK

(a) Explain the factors that influence production decisions in an enterprise. (10marks)

(b) How may an entrepreneur minimize cost of production in an enterprise? (10marks)

EJJEB P230/1 2023 MOCK

(a) Describe the techniques used by entrepreneurs to make their products unique. (10 marks)

(b) Discuss the factors that should be considered when designing a product. (10 marks)

BECO P230/1 2023 MOCK

(a) Examine the factors that affect the production decisions of an entrepreneur. (14marks)

(b) Explain the steps that should be followed by entrepreneur purchasing raw materials. (06marks)

ERETA P230/1 2023 MOCK

a) Discuss the areas under which business controls are applied. (12 marks)

b) Describe the indicators of poor inventory management in a business. (08 marks)

WAKATA P230/1 2023 MOCK

a) Discuss the various methods of costing a product used by entrepreneurs (06 marks)

b) Explain factors that may lead to production of products that do not meet requirements and expectations of customers (14 marks)

UNESSO P230/1 2023 MOCK

a) Discuss the various methods of costing a product used by entrepreneurs (06 marks)

b) Explain factors that may lead to production of products that do not meet requirements and expectations of customers (14 marks)

AITEL P230/1 2023 MOCK

a) Highlight the ways and costs of wasting time in business (10 marks)

b) Explain the techniques of effective time management (10 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- a) Describe the elements of total quality management (10 marks)
b) Why is it necessary for entrepreneurs to establish internal control systems in their businesses? (10 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- a) Identify the indicators of wasting time in an organisation (10 marks)
b) Explain the controls employed by successful entrepreneurs for proper time management (10 marks)

UNASSE P230/1 2023 MOCK

- a) Explain the major internal controls systems for small and medium enterprises (12 marks)
b) Why is it important for entrepreneurs to observe internal control systems? (12 marks)

TESSMEA P230/1 2023 MOCK

As an entrepreneurship student and a business expert, you have been consulted by TEJU factory officials. Please guide them on.

- a) The different ways of managing hazardous substances in their business (10 marks)
b) The factors that may influence their decisions in acquisition of their machinery (10 marks)

UTEC P230/1 2023 MOCK

- i) Describe the features of a product that has reached the maturity state in the market (06 marks)
ii) Discuss the factors that limit enterprises to achieve quality standards (14 marks)

JEBB P230/1 2023 MOCK

In production of output for sale entrepreneurs have to promote business inputs from right sources to be turned into semi finished and finished goods;

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

NAMIREMBE DIOCESE P230/1 2023 MOCK

- a) Describe the purchasing process (10 marks)
b) Justify the need for inventory control in an enterprise (10 marks)

KASSHPA P230/1 2023 MOCK

- a) Describe the stages involved in the procurement process (10 marks)
b) Explain the factors considered by an entrepreneur while making a choice of a business supplier (10 marks)

KASSHPA P230/1 2023 MOCK

- a) Discuss the various methods of costing a product used by entrepreneurs (08 marks)
b) How can an entrepreneur minimise production costs in an enterprise? (12 marks)

UPISA P230/1 2023 MOCK

- a) Explain the steps involved in purchase goods, raw materials and equipment's (10 marks)
b) Advise an entrepreneur on the factors to consider when selecting raw materials for a manufacturing firm. (10 marks)

UTEB P230/1 2023 MOCK

- a) Describe the factors considered when developing a product (10 marks)
b) Explain the methods used for pricing goods and services (10 marks)

UMTA P230/1 2023 MOCK

- a) Explain the factors considered when choosing packaging materials for a business (10 marks)
b) Explain the merits of packaging products in business (10 marks)

TOPIC 10 MARKETING MANAGEMENT

BECO P230/1 2023 MOCK

- (a) Explain the bases used by entrepreneurs for market segmentation. (10marks)
(b) What are the merits of market segmentation to entrepreneurs? (10marks)

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

- (a) Mention the differences between marketing and selling? (06 marks)
(b) What are the market decision areas considered by entrepreneurs in the marketing of their goods and services? (14marks)

UTES P230/1 2023 MOCK

- a) Describe the procedure followed by entrepreneurs when conducting market assessment. (06 marks)
(b) Explain the **relevance** of conducting market research and assessment in business. (14 marks)

WAKATA P230/1 2023 MOCK

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

UNESSO P230/1 2023 MOCK

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

ASSHU ANKOLE P230/1 2023 MOCK

- a) Why should an entrepreneur carryout market research before starting a business? (10 marks)

- b) Describe the methods that entrepreneurs should use when carrying out market research (10 marks)

TESSMEA P230/1 2023 MOCK

- a) Under what circumstances may entrepreneurs sell goods on credit? (10 marks)
b) What are the different measures that entrepreneurs always put in place to manage credit when granted to customers? (10 marks)

MATIGO P230/1 2023 MOCK

Blessed hotel is operating on large scale with several branches in various towns of the country serving different customers.

- a) Explain to the management of blessed Hotel the aspects it should base on when dividing the market in small groups of individuals each with similar wants and needs (14 marks)
b) What are the aims of creation of such market division? (06 marks)

NAMIREMBE DIOCESE P230/1 2023 MOCK

- a) Explain the methods of carrying out market research in an enterprise (12 marks)
b) Explain the merits of carrying out market research in an enterprise (08 marks)

LASSMEA P230/1 2023 MOCK

- a) Why is there need to conduct market assessment in business? (10 marks)
b) Explain the challenges entrepreneurs face when conducting market assessment (10 marks)

UTEB P230/1 2023 MOCK

- a) Describe the marketing activities enterprises carry out (10 marks)
b) Explain the challenges faced when marketing (10 marks)

WAKISSHA P230/1 2023 MOCK

- a) Describe the tools adopted by entrepreneurs to increase their turn over (10 marks)
b) Under what circumstances may entrepreneurs carry out market segmentation? (10 marks)

MAKADITA P230/1 2023 MOCK

- a) Describe the tools used by entrepreneurs in carrying out market survey (10 marks)
b) Give the qualities of a good sales person and the likely challenges he or she faces during marketing of products (10 marks)

TOPIC 11 SALES PROMOTION

NEREB P230/1 2023 MOCK

- (a) Describe the procedure involved in carrying out personal selling (10 marks)
(b) Explain the effects of personal selling to an enterprise. (10 marks)

ACEITEKA P230/1 2023 MOCK FIRST SET

- (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? (14marks)

KAMOTA P230/1 2023 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)

LASSMEA P230/1 2023 MOCK

- a) Distinguish between advertising and sales promotion (04 marks)
- b) How do businesses advertise their products in Uganda? (16 marks)

MAKADITA P230/1 2023 MOCK

- a) Poverty is a major threat to development, discuss whether it is an avoidable circumstance or not (10 marks)
- b) Explain the different forms of push sales promotion strategies used by entrepreneurs to increase their market share (10 mark)

TOPIC 12 PERSONNEL OR HUMAN RESOURCE MANAGEMENT

EJJEB P230/1 2023 MOCK

- (a) Explain the ways in which good human resource management can be used as a tool to promote quality products in an enterprise. (10 marks)
- (b) Examine the human resource policies that promote labour efficiency. (10 marks)

ACEITEKA P230/1 2023 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)

MPISSHA JOINT MOCK EXAMINATIONS P230/1 2023

- (a) Describe the procedure of employee recruitment for an organization. (10 marks)
- (b) What instances may lead to an increase in a worker's pay. (10 marks)

ERETA EDUCATION CONSULTS P230/1 2023 MOCK

- a) When may an entrepreneur increase a worker's pay? (10 marks)
- b) Explain the relevance of a Human Resource Manager to an enterprise. (08 marks)

WAKATA P230/1 2023 MOCK

- a) Explain the different tasks of Human Resource Manager of an organisation (10 marks)
- b) How can an Human Resource Manager reduce labour turnover in an organisation? (10 marks)

UNESSO P230/1 2023 MOCK

- a) Explain the different tasks of Human Resource Manager of an organisation (10 marks)
b) How can an Human Resource Manager reduce labour turnover in an organisation? (10 marks)

AITEL P230/1 2023 MOCK

- a) Identify the indicators of
i) a competent work force (5 marks)
ii) indiscipline among workers (5 marks)
b) Examine the circumstances under which an entrepreneur may carry out employee performance assessment (10 marks)

UNASSE P230/1 2023 MOCK

- a) Account for a high rate of labour turn over within the private sector today (10 marks)
b) What are the implications of a high rate of labour turn over in your country (10 marks)

TESSMEA P230/1 2023 MOCK

- a) Account for high labour turnover in business organisations (10 marks)
b) Explain the various methods used in paying workers in an enterprise (10 marks)

KASSEK P230/1 2023 MOCK

- a) What measures are adopted by entrepreneurs to reduce labour turn over? (08 marks)
b) Under what situations may an entrepreneur train his workers? (12 marks)

JEBB P230/1 2023 MOCK

- a) Describe the various ways an entrepreneur puts in place to increase employee production efficiency (08 marks)
b) Under what circumstance may an entrepreneur pay low salaries any wages to employee (12 marks)

MATIGO P230/1 2023 MOCK

- a) Examine the factors that affect the amount of a worker's pay (10 marks)
b) Describe the various methods an entrepreneur can use to pay employees in an enterprise (10 marks)

KAMOTA P230/1 2023 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)

NAMIREMBE DIOCESE P230/1 2023 MOCK

- a) Advise an entrepreneur in the different external sources of recruitment (10 marks)
b) Explain the advantages recruiting workers in an enterprise. (10 marks)

KASSHPA P230/1 2023 MOCK

- a) What are the effects of labour turn over? (10 marks)
b) Explain the measures that can be taken to minimise labour turn over in an organisation

(10 marks)

UPISA P230/1 2023 MOCK

- a) Explain the types of payments to employees in an enterprise (10 marks)
b) Account for wage differences in an enterprise (10 marks)

KAMSSA P230/1 2023 MOCK

- a) Describe the responsibilities of a Human resource manager in an enterprise (10 marks)
b) Assess the implications of labour turn over in an enterprise (10 marks)

UTEB P230/1 2023 MOCK

- a) Explain the rationale for training workers in an organisation (10 marks)
b) How can a human resource manager overcome high rates of labour turnover in a business? (10 marks)

UMTA P230/1 2023 MOCK

- a) Why do entrepreneurs train employees when they know they already have their qualifications? (10 marks)
b) Advise a big firm on the methods that can be used to carry out performance appraisal for their employees (10 marks)

WAKISSHA P230/1 2023 MOCK

The CEO of Apaana bakery introduced the new financial manager to the rest of the workers in a mini-meeting at the start of the week and assigned other supervisors to take him through other company aspects.

- a) What is the rationale of doing this? (08 marks)
b) What factors should be considered to make this program successful? (12 marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

- a) Discuss the different forms of employee training (08 marks)
b) Assess the factors that influence the choice of workers during recruitment (12 marks)

MAKADITA P230/1 2023 MOCK

- a) Explain the causes of variations in payments to workers in the same enterprises. (10 marks)
b) What are the advantages and disadvantages of labour turn over to any business? (10 marks)

TOPIC 13 BUSINESS COMPETITION

NEREB P230/1 2023 MOCK

- (a) Explain the factors affecting competition in business. (08 marks)
(b) How may an entrepreneur maintain competitive position in business? (12 marks)

ACEITEKA P230/1 2023 MOCK FIRST SET

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

(12 marks)

MPISHA JOINT MOCK EXAMINATIONS P230/1 2023

- (a) Explain the factors that affect competition in business. (10 marks)
(b) Examine the effects of competition in business. (10 marks)

KASSEC P230/1 2023 MOCK

- a)Examine the factors that affect business competition. (10 marks)
b)Discuss the factors considered when evaluating business competition (10 marks)

KAMOTA P230/1 2023 MOCK

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

NAMIREMBE DIOCESE P230/1 2023 MOCK

- a)Describe the different types of competition in business (10 marks)
b)What are the costs of stiff competition to an enterprise ? (10 marks)

LASSMEA P230/1 2023 MOCK

- a) Assess the factors affecting completion in business. (08 marks)
b) Why is completion desirable in business? (12 marks)

TOPIC 14 FINANCIAL PLANNING

ERETA EDUCATION CONSULTS P230/1 2023 MOCK

- a) Describe the various ways through which entrepreneurs practice saving. (10 Marks)
b) Examine the factors leading to the low level of saving among entrepreneurs in Uganda. (10 Marks)

ACEITEKA P230/1 2023 MOCK SECOND SET

- a)Describe the sources of capital for a business (10 marks)
b)Suggest ways of ensuring proper loan management by entrepreneurs in Uganda (10 marks)

TOPIC 15 TAXATION

UTES P230/1 2023 MOCK

- (a)Explain the elements of taxation. (10 marks)
(b)Why do entrepreneurs pay taxes to the government? (10 marks)

AITEL P230/1 2023 MOCK

- a)Justify the popularity of indirect taxes over direct taxes (12 marks)
b) Explain the limitations to effective tax administration (8 marks)

ASSHU ANKOLE P230/1 2023 MOCK

- a)Explain the factors influencing the level of tax compliance in Uganda (10 marks)

b) Explain the challenges faced by URA in carrying out its functions (10 marks)

TESSMEA P230/1 2023 MOCK

a) Explain the rights and obligations of tax payers in Uganda (10 marks)

b) Why are direct taxes preferred to indirect taxes? (10 marks)

UTEC P230/1 2023 MOCK

i) Why are indirect taxes preferred to direct taxes by the paying communities? (12 marks)

ii) Discuss the challenges facing tax administration in your country. (08 marks)

JEBB P230/1 2023 MOCK

Uganda Revenue Authority (URA) in assessing, collecting and administering taxes follows universally accepted guidelines

a) Describe any six guidelines observed by URA in tax administration in Uganda (12 marks)

b) Explain the challenges faced by URA in tax administration (08 marks)

NAMIREMBE DIOCESE P230/1 2023 MOCK

a) Explain the challenges faced by URA (10 marks)

b) Suggest measures to improve revenue collection. (10 marks)

UPIISA P230/1 2023 MOCK

a) Explain the types of indirect taxes (12 marks)

b) Give reasons for a narrow tax base in Uganda (08 marks)

KAMSSA P230/1 2023 MOCK

a) Explain the principles of a good tax system (10 marks)

b) Assess the impact of taxation on entrepreneurial activities in Uganda (10 marks)

MAKADITA P230/1 2023 MOCK

a) One of the sources of government revenue are taxes, how can the government widen the narrow tax base? (10 marks)

b) Discuss the rights and obligations of tax payers (10 marks)

TOPIC 16 CAPITAL MARKETS

BECO P230/1 2023 MOCK

(a) Describe the process an entrepreneur should follow when investing in shares in a capital market. (10 marks)

(b) Explain the merits and demerits of investing in shares to an entrepreneur. (10 marks)

ERETA EDUCATION CONSULTS P230/1 2023 MOCK

- a) Describe the procedure of purchasing shares on a secondary market (10 marks)
b) How can an entrepreneur push producers of similar products out of business? (10 marks)

UTEC P230/1 2023 MOCK

- a) Explain the changes in the growth of capital markets industry (10 marks)
b) Explain the functions of capital markets authority in the capital market industry (10 marks)

KASSEK P230/1 2023 MOCK

- a) Describe the steps involved in buying shares (10 marks)
b) Explain the key players involved in capital markets (10 marks)

UMTA P230/1 2023 MOCK

- a) Describe the major players in the Uganda capital markets (10 marks)
b) What are the advantages and disadvantages of investing in shares (10 marks)

END