

**ENTREPRENEURSHIP P230/1 ADVANCED LEVEL MOCKS 2025 COMPILED EDITION FOR
REVISION
RESEARCHED AND COMPILED BY MPALAGANYI ERIC
BUSINESS EDUCATION TEACHER
0706790077/0783327599**

Preface:

This document comprises of the following MOCKS set in 2025;

- 1) ACHOLI SECONDARY SCHOOLS EXAMINATION COMMITTEE (ASSEC) MOCK 2025
- 2) AITEL JOINT MOCK ASSESSMENTS MOCK 2025
- 3) APEX EXAMINATION COUNCIL MOCK 2025
- 4) ASSHU ANKOLE JOINT EXAMINATIONS MOCK 2025
- 5) ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS MOCK 2025
- 6) ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS MOCK 2025
- 7) ASSOCIATION OF CATHOLIC SCHOOLS AND TEACHERS IN KAMPALA ARCHDIOCESE (ACEITEKA) MOCK 2025
- 8) ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) MOCK 2025
- 9) HES MOCK EXAMINATIONS MOCK 2025
- 10) JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025
- 11) KAMPALA INTEGRATED SECONDARY SCHOOL'S EXAMINATIONS BUREAU (KAMSSA) MOCK 2025
- 12) KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) MOCK 2025
- 13) KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) MOCK 2025
- 14) KAYUNGA SECONDARY SCHOOLS EXAMINATIONS COMMITTEE (KASSEC) MOCK 2025
- 15) MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) MOCK 2025
- 16) MATIGO EXAMINATIONS BOARD (MATIGO) MOCK 2025
- 17) NATIONAL EDUCATION RESEARCH & EXAMINATIONS BUREAU (NEREB) MOCK 2025
- 18) PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025
- 19) REWNZORI REGION SESEMAT AND ASSHU (RRSA) MOCK 2025
- 20) RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS MOCK 2025
- 21) STUDY SPHERE EXAMINATIONS BOARD 2025
- 22) UGANDA ECONOMICS AND BUSINESS EDUCATION TEACHERS' ASSOCIATION (UEBETA) MOCK 2025
- 23) UGANDA MARTRY S.S NAMUGONGO, ST JOSEPH'S SS NAGGALAMA, SEETA HIGH SCHOOL (MAIN) & SEETA HIGH SCHOOL MUKONO (UNASSE) MOCK 2025
- 24) UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) MOCK 2025
- 25) UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) MOCK 2025
- 26) UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025
- 27) UGANDA TEACHERS' EDUCATION CONSULT (UTEC) MOCK 2025
- 28) WAKISO SECONDARY SCHOOL HEADTEACHERS'S ASSOCIATION (WAKISSA) MOCK 2025
- 29) WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) MOCK 2025

SECTION A QUESTIONS FROM P230/1 2024 MOCKS

TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

- (i) Define the term financial viability study (01 mark)
- (ii) Outline three components of feasibility study based on to select good business opportunity (03 marks)

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- (i) What is meant by entrepreneurial motivation? (01 mark)

(ii) List any three determinants of entrepreneurial motivation among entrepreneurs on Uganda (03 marks)

KASSEK MOCK 2025

(i) What is meant by "Entrepreneurial culture?" (01 mark)

(ii) Mention three objectives of developing an entrepreneurial culture (03 marks)

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

(i) Define the term business ethics as used in entrepreneurship. (1 mark)

(ii) Give any three reasons why business ethics should be practiced by entrepreneurs. (3 marks)

(i) State any four management skills for the entrepreneur. (4 marks)

MATIGO EXAMINATIONS BOARD 2025

What should an entrepreneur depend on when choosing a risky alternative? (04 marks)

UEBETA MOCK 2025

i) What is meant by the term effective communication? (01 Mark)

(ii) Mention any three steps involved in an effective communication. (03 Marks)

APEX EXAMINATION COUNCIL (2025)

(i) Distinguish between entrepreneurial motivation and achievement motivation as entrepreneurial skills. (2 marks)

(ii) Give any two benefits of achievement motivation to an entrepreneur (2 marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

(i) Mention any two managerial skills possessed by an entrepreneur. (02 marks)

(ii) State any two relevancies of maintaining business ethics (02 marks)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

(i) Distinguish between entrepreneurial innovation and entrepreneurial invention. (02 marks)

(ii) Mention any two types of innovation that entrepreneurs can undertake in an enterprise. (02 marks)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

(i) What is negotiation as used in entrepreneurship? (01 mark)

(ii) State any three techniques required for successful negotiation. (03 marks)

HES MOCK EXAMINATIONS 2025

(i) Define the term enterprise. (1 mark)

(ii) Give three features of enterprising people. (3 marks)

HES MOCK EXAMINATIONS 2025

What are the indicators of good customers' relations in business? (4 marks)

WAKISSHA MOCK 2025

Outline any two

(i) Traits of goods negotiations (02 marks)

(ii) Relevance of negotiations in business (02 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

(i) What is meant by risk assessment? (01 mark)

(ii) Mention the steps involved in risk assessment for a business enterprise (03 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025	
Identify four aspects considered by entrepreneurs when analyzing business idea	(04 marks)
UNASSE MOCK 2025	
(i) Define the term innovation as used in entrepreneurship	(01 mark)
(ii) Outline the three sources of innovations for formal businesses	(03 marks)
UGANDA TEACHERS' EDUCATION CONSULT (UTEK) 2025	
(i) What is entrepreneurship?	(1 mark)
(ii) Mention any three steps of becoming an entrepreneur	(3 marks)
UGANDA TEACHERS' EDUCATION CONSULT (UTEK) 2025	
(i) Distinguish between achievement of motivation and affiliation motivation	(02 marks)
(ii) Outline any two features of achievement motivation	(2 marks)
RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025	
(i) State two types of innovation in an enterprise	(2 marks)
(ii) Give two benefits of innovation in a business	(02 marks)
ASSHU ANKOLE JOINT EXAMINATIONS 2025	
(i) Define the term risk	(01 mark)
(ii) Outline various examples of risks that entrepreneurs encounter in business	(03 marks)
ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025	
(i) Distinguish between creativity and innovations used in entrepreneurship	(02 marks)
(ii) Mention any two types of innovation that entrepreneurs can undertake in an enterprise	(02 marks)
UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025	
(i) What is meant by the term risk assessment?	(01 mark)
(ii) Mention any three factors considered when assessing business risks	(03 marks)
ACEITEKA MOCK 2025	
State any four characteristics of innovators in entrepreneurship	(04 marks)
ACEITEKA MOCK 2025	
Suggest any four strategies of promoting entrepreneurial skills among workers in business	(04 marks)
ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025	
(i) Define the term "business ethics"	(01 mark)
(ii) Give any three principles of a good business ethics	(03 marks)
UPISA MOCK 2025	
(i) What are entrepreneurial competencies?	(01 marks)
(ii) Mention three entrepreneurial competencies required for successful entrepreneurship	(03 marks)
WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025	
(i) Distinguish between entrepreneurial motivation and achievement of motivation as entrepreneurial skills	(2 marks)
(ii) Give any two benefits of achievement motivation to an entrepreneur	(2 marks)

TOPIC 2 ENTREPRENEURIAL ENVIRONMENT

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- (i) Define the term entrepreneurial environment (1 mark)
- (ii) State ways of overcoming the social cultural factors limiting entrepreneurial intentions (3 marks)

KASSEK MOCK 2025

- (i) Distinguish between entrepreneurial motivation and entrepreneurial environment (02 marks)
- (ii) Mention two traits of entrepreneurial environment (2 marks)

MATIGO EXAMINATIONS BOARD 2025

- (i) Define the term social cultural environment as used in entrepreneurship. (01marks)
- (ii) Mention any three strategies of improving social cultural environment. (03marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

- (i) Give any two economic environmental factors that influence entrepreneur's decisions in your country (02marks)
- (ii) Name any two organizations that support entrepreneurs in Uganda (02marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (a) (i) Name any two organizations that support enterprises in Uganda (2 marks)
- (ii) Differentiate between planning and implementation in relation to business activities (2 marks)

TOPIC 3 SOCIAL ENTREPRENEURSHIP

KASSEK MOCK 2025

- (i) What is meant by sustainable development as used in social entrepreneurship? (1 mark)
- (ii) Mention any three elements of a social enterprise plan (03 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

- (i) Distinguish between social entrepreneurship and social sustainability (02 marks)
- (ii) Identify any two traits of social entrepreneurship (02 marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

- (i) What is meant by sustainable development? (1mk)
- (ii) Give any three remedies to climate change in Uganda (3mks)

APEX EXAMINATION COUNCIL (2025)

Mention any four environmental standards that are observed by entrepreneurs when carrying out business activities in Uganda (4 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (i) State any two environmental standards that should be observed by entrepreneurs when establishing their businesses (2 marks)
- (ii) Give any two responsibilities of businesses to the natural environment (2 marks)

UPISA MOCK 2025

Give four environmental threats caused by unsustainable use of natural resources (04 marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

Mention any four environmental standards that are observed by entrepreneurs when carrying out business activities in Uganda (4 marks)

TOPIC 4 BUSINESS IDEAS

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

- (i) State any two:
(i)Determinates of sales of a business (2 marks)
(ii)Perspective of analyzing a business idea (02mks)

KAMSSA MOCK 2025

- (i) What is meant by 'business idea'? (01 mark)
(ii) Outline any three factors used to analyze business ideas before turning them to business opportunities. (03 marks)

NEREB MOCK 2025

- (i)Define the term prototype. (01 mark)
(ii)Give any three indicators of market growth for a business idea. (03 marks)

HES MOCK EXAMINATIONS 2025

- (i)Define the term goal. (1 mark)
(ii)Give the qualities of a good business goal. (3 marks)

WAKATA MOCK 2025

- (i)Distinguish between technical feasibility study and financial feasibility study. (02 marks)
(ii)Identify any two aspects considered when conducting a financial feasibility study. (02 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

- (i)What is a prototype? (01 mark)
(ii)State any three reasons for generating business ideas (03 marks)

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- (i)Define the term copyright s used in entrepreneurship (01 mark)
(ii)State any three factors considered when deciding on a form of business to set up (03 marks)

ACEITEKA MOCK 2025

- (i)What is meant by the term business idea? (1 mark)
(ii)Outline any three factors considered when evaluating a business idea (03 marks)

TOPIC 5 BUSINESS OPPORTUNITIES

UEBETA MOCK 2025

- (i) Distinguish between a business idea and a business opportunity. (02 Marks)
(ii) Give any two reasons why existing businesses leave gaps in the market. (02 Marks)

NEREB MOCK 2025

- (i)What is meant by the term feasibility study? (01 mark)
(ii)Mention any three benefits of carrying out a feasibility study before starting a business. (03marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

- (i)What is meant by the term evaluation of business opportunities? (01 mark)
(ii)Outline any three contents of a feasibility study report in an organization (03marks)

ASSEC MOCK 2025

- (i)Define the term business opportunity (1 mark)

(ii)Mention any three indicators of a viable business (03 marks)

UNNASE MOCK 2025

Mention the steps involved in determining the profitability of a business opportunity (04 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (i) Define the term Business opportunity (1 mark)
(ii) Under what circumstances may a business opportunity be abandoned by an entrepreneur? (3 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

Outline any two;

- (i)Types of business opportunities (2 marks)
(ii)Tools for carrying out business idea survey (02 marks)

UPISA MOCK 2025

- (i)Distinguish between a business idea and a business opportunity (02 mark)
(ii)Outline any two agribusiness opportunities that an individual can engage in (2marks)

TOPIC 6 SMALL AND MEDIUM ENTERPRISES

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- (i)Distinguish between small enterprises and medium enterprises (2 marks)
(ii)Account for the success of small and medium enterprises (2 marks)

KASSEK MOCK 2025

- (i)State any two doctrines of insurance (02 marks)
(ii)Mention any two circumstances that may lead to termination of an insurance contract in business (02 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

- (i)What are informal businesses? (01 mark)
(ii)Outline any three disadvantages of informal businesses (03 marks)

KAMSSA MOCK 2025

- (i) Why should entrepreneurs be innovative? (02 marks)
(ii)List any two forms of innovation that can take place in SMEs. (02 marks)

UEBETA MOCK 2025

Mention any **four** principles that regulate the operations of insurers in Uganda. (04 Marks)

WAKATA MOCK 2025

- (i) State any **two** factors considered when determining premium. (02 marks)
(ii)Mention any **two** reasons why an insurance contract may be terminated. (02 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

State any four features of a family business (04 marks)

TOPIC 7 GENDER AND ENTREPRENEURSHIP

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- (i)Distinguish between gender identify and gender partnership (2 marks)

(ii)Mention two obstacles to gender partnership (2 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

(i)Distinguish between gender-stereotyping and gender partnership (02 marks)

(ii)Mention any two factors that enhance gender partnership (02 marks)

KAMPALA MODEST TEACHER’S EXAMINATION AGENCY (KAMOTA) 2025

(i) Define the term Gender based violence as used in entrepreneurship (1mk)

(ii) Suggest any three ways of empowering women Entrepreneurs in Uganda (3mks)

KAMPALA WAKISO GIANT SCHOOLS’ ASSOCIATION (KWGSA) 2025

(i)Define Gender partnership. (01 mark)

(ii)Mention any **three** constraints to gender partnership in an enterprise. (03 marks)

WAKISSHA MOCK 2025

(i)Define the term “gender partnership” (01 mark)

(ii)Give any three determinants of gender partnership in a business (03 marks)

UGANDA TEACHERS’ EXAMINATIONS SCHEME (UTES) 2025

(i)Distinguish between gender partnership and empowerment (02 marks)

(ii)Give any two objectives of promoting gender partnership in an enterprise (02 marks)

UGANDA TEACHERS’ EDUCATION CONSULT (UTEK) 2025

(i)Define gender partnership (01 mark)

(ii)Give any three indicators of gender partnership in an enterprise (3 marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

(i)Differentiate between sex and sexism as used in gender and entrepreneurship (02 marks)

(ii)Outline the reasons for promoting gender partnerships in business (02 marks)

UPISA MOCK 2025

Outline any two manifestations of

(i)Gender equality (2 marks)

(ii)Gender partnership in business environments (02marks)

TOPIC 8 BUSINESS PLANNING

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

Distinguish between

(i)Action plan and organisation plan (2 marks)

NEREB MOCK 2025

(i) Differentiate between a Vision and Mission of a business. (02 marks)

(ii) Give any two objectives of drafting a Mission Statement for a business. (02marks)

APEX EXAMINATION COUNCIL (2025)

(i) Differentiate between a financial plan and a marketing plan as used in business planning. (2 marks)

(ii)State any two rewards of preparing a financial plan to an entrepreneur. (2 marks)

WAKATA MOCK 2025

- (i) Define an **Executive summary**. (01mark)
(ii) Give any **three** features of an executive summary. (03 marks)

ACEITEKA MOCK 2025

- (i) Distinguish between an executive summary and a financial plan (2 marks)
(ii) Give any two contents of an executive summary (02 marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

- (i) Differentiate between a financial plan and marketing plan as used in business planning (2 marks)
(ii) State any two rewards of preparing a financial plan to an entrepreneur (2marks)

TOPIC 9 PRODUCTION MANAGEMENT

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

Distinguish between Quality assurance and quality planning (2 marks)

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

Mention any two

- (i) Characteristics of appropriate technology use by entrepreneurs (2 marks)
(ii) Factors that influence choice of technology used in the production process (02 marks)

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- (i) Define a product life cycle (1mark)
(ii) Mention three characteristics of the growth stage of the product life cycle (3 marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

- (i) Define the term quality as used in quality assurance and the production process (01 mark)
(ii) Mention any three consumers' misconceptions about quality in business (03 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

- (i) Give any two types of costs incurred in production (02 marks)
(ii) Mention any methods of costing used in production process (02 marks)

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

- (i) Distinguish between credit note and debit note. (2 marks)
(ii) State any two objectives of inventory management. (2 marks)

MATIGO EXAMINATIONS BOARD 2025

- (i) Mention two control measures that can be put in place for effective time management. (02marks)
(ii) How do people waste during business operation? (04marks)

MATIGO EXAMINATIONS BOARD 2025

- (i) Distinguish between **quality policy** and **quality planning**. (02marks)
(ii) Give any two factors that influence quality standards in an enterprise. (02marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

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

KAMSSA MOCK 2025

- (i) Give the meaning of 'Hidden time' in production. (01 mark)

(ii) Give three ways in which entrepreneurs can mitigate the habit of creating hidden time in the production process. (03 marks)

KAMSSA MOCK 2025

Distinguish between;

- (i) Direct costs and indirect costs (02 marks)
(ii) Quality policy and quality control (02 marks)

NEREB MOCK 2025

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

APEX EXAMINATION COUNCIL (2025)

- (i) Define the term Stock reconciliation as used in stores management. (1 mark)
(ii) Outline any three reasons of proper stores management to an entrepreneur (3 marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

- (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)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

State any four principles of purchasing. (04 marks)

HES MOCK EXAMINATIONS 2025

Give ways in which entrepreneurs waste time in their business. (4 marks)

WAKISSHA MOCK 2025

- (i) Differentiate between "quality assurance" and "quality planning" (02 marks)
(ii) List any two effects of producing poor quality products (02 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (i) Differentiate between stock reconciliation and stock taking (2 marks)
(ii) State two advantages of inventory management (2 marks)

UPISA MOCK 2025

- (i) Mention two examples of hazardous substances in a manufacturing firm (2 marks)
(ii) Give any two interventions that can be made by an entrepreneur of a manufacturing firm to manage hazardous substances (2 marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

- (i) Define the term stock reconciliation as used in stores management (1 mark)
(ii) Outline any three reasons for proper stores management to an entrepreneur (3 marks)

TOPIC 10 MARKETING MANAGEMENT

State any two

- (i) Elements of marketing mix (2 marks)
(ii) Marketing strategies used by entrepreneurs in small, medium enterprises (02 marks)

ASSEC MOCK 2025

- (i) State any two objectives of selling products on credit (02 marks)
(ii) Mention any two factors which are considered when assessing the credit worthiness of a customer (2 marks)

UNNASE MOCK 2025

- (i) Distinguish between market assessment and market segmentation (02 marks)
(ii) State any two reasons for carrying out market segmentation (02 marks)

UGANDA TEACHERS' EDUCATION CONSULT (UTECH) 2025

- (i) Distinguish between market segmentation and market assessment (02 marks)
(ii) State any two objectives of segmenting markets in an enterprise (02 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

- (i) Define the term market segmentation as used in business (01 mark)
(ii) Mention any three bases for effective market segmentation (03 marks)

TOPIC 11 SALES PROMOTION

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- (i) Differentiate between marketing and sales promotion (02 marks)
(ii) Give any two push sales promoting strategies used by entrepreneurs in Uganda (02 marks)

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- (i) State two reasons for selling on credit by entrepreneurs (2 marks)
(ii) Outline two ways of managing credit sales in businesses (2 marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

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

ASSEC MOCK 2025

- (i) Define the term sales promotion (01 mark)
(ii) State any three aims of carrying out sales promotions in an enterprise (03 marks)

UEBETA MOCK 2025

- (i) Define the term **creative selling**. (01 Mark)
(ii) State any **three** steps involved in the creative selling process. (03 Marks)

WAKATA MOCK 2025

- (i) Differentiate between **sales promotion** and **creative selling**. (02 marks)
(ii) State any **two** methods used when carrying out sales promotion. (02 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

- (i) Distinguish between advertising and sales promotion (02 marks)
(ii) Give two benefits of advertising to an entrepreneur (02 marks)

TOPIC 12 PERSONNEL OR HUMAN RESOURCE MANAGEMENT

APEX EXAMINATION COUNCIL (2025)

- (i) What is meant by the term Job specification as a requirement of human resource management in business (1 mark)
(ii) List down any three determinants of a job specification (3 marks)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

- (i) Distinguish between **employee orientation** and **employee appraisal**. (02 marks)

(ii) State any **two** reasons for employee appraisal.

(02 marks)

ASSEC MOCK 2025

Mention any four competences that a suitable job candidate should possess during an interview. (4 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

List any four competences that should be displayed by an interviewee during an interview (4 marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

(i) What is meant by the term job specification as used as a requirement of human resource management in business (1 mark)

(ii) List down any three determinants of a job specification (3 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

(i) What is meant by human resource planning in entrepreneurship? (01 mark)

(ii) List any three factors considered by an entrepreneur when recruiting new employees (03 marks)

TOPIC 13 BUSINESS COMPETITION

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

(i) What is business competition? (01 mark)

(ii) Give any three factors affecting business competition (03 marks)

NEREB MOCK 2025

(i) Distinguish between competitive cost advantage and sustainable competitive advantage. (02 marks)

(ii) Mention any two ways in which firms compete. (02 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

(i) Define the term competition in relation to business (01 mark)

(ii) Positive effects of competition (03 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

(i) What is meant by sustainable competitive advantage? (01 mark)

(ii) Outline any three factors that affect competition in business management (03 marks)

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

Outline any four indicators of an increase in the level of competition (04 marks)

TOPIC 14 FINANCIAL PLANNING

KASSEK MOCK 2025

Give any two

(i) Interventions that can offset deficits in the cash flow statement (2 marks)

(ii) Users of financial statements (02 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

State any four components of a cash flow statement (04 marks)

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

(i) Give any two merits of using supplier credit as a source of capital. (2 marks)

(ii) Identify any two ways of overcoming a deficit in a cash flow statement. (2 marks)

(i) Define the term balance sheet.

(1 mark)

(ii) Given that;

	Shs
Cash at bank	1,200,000.
Creditors.	800,000.
Cash in hand	700,000.
Debtors	900,000.
Fixed assets	2,500,000.

Required; Calculate working capital.

(3 marks)

HES MOCK EXAMINATIONS 2025

From the following information, calculate; net profit ratio.(4 marks)

Total sales	UGx 520,000
Sales returns	UGx 20,000
Net profit	UGx 40,000

WAKISSHA MOCK 2025

Mention any two

(i) Elements of financial management

(02 marks)

(ii) Financial needs of a business

(02 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

Given the following details fro Teeba retailers for the period ended 31/12/2024

TEEBA RETAILER'S
TRADING ACCOUNT
FOR THE PERIOD ENDED 31:12:2024

Details	(Shs)	(Shs)	(Shs)
Sales			42,000,000
Less, cost of sale			
Opening stock		3,400,000	
Add purchases	13,200,000		
Wages	270,000	13,470,000	
Cost goods available for sale		16,870,000	
Less closing stock			
Cost of sales		2,800,000	
Gross profit			14,070,000
			27,930,000

Required

Calculate;

(i) Gross profit ratio(02 marks)

(ii) Stock turnover period in weeks (02 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

Given that UWEAL Bushenyi had the following information

Item Shs

Fixed assets	900,000=
Current Assets	500,000=
Current liabilities	100,000=
Additional incomes	40,000=
Gross profit	160,000=
General expenses	120,000=

- (i) Calculate its net profit (01 mark)
(ii) Compute and interpret Rate of Return on capital employed (3 marks)

ACEITEKA MOCK 2025

The following information was obtained from MPUYA ENTERPRISES LTD for the period ended 31.2 2022

Opening stock	Shs1,000,000
Net sales	Shs10,000,000
Closing stock	Shs 2,500,000
Goods available for sale	Shs 8,500,000

DETERMINE

- (i) Cost of sales (2 marks)
(ii) Gross profit margin (2 marks)

TOPIC 15 TAXATION

KAMSSA MOCK 2025

- (e) Outline any two;
(i) Examples of withholding tax (02 marks)
(ii) Ways in which taxpayers evade taxes (02 marks)

UEBETA MOCK 2025

- (i) Give any **two** advantages of Value Added Tax. (02 Marks)
(ii) **Stone** bought goods at UGX 10,000,000 VAT exclusive and sold them at UGX 19, 500,000 VAT inclusive. Determine VAT payable by Stone. (02 Marks)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

- (i) What is a **withholding tax**? (01 mark)
(ii) Mention any **three** examples of withholding tax. (03 marks)

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- (i) What is meant by the term Tax threshold? (1 mark)
(ii) Mention any three effects of tax evasion to an entrepreneur (03 marks)

ASSEC MOCK 2025

- (i) Define the term tax base (1 mark)
(ii) Identify any three tax base URA uses when collecting taxes (3 marks)

UNNASE MOCK 2025

- (i) What is meant by Value Added tax? (01 mark)
(ii) Identify any three demerits of value added tax in business management (03 marks)

WAKATA MOCK 2025

- (i) What is meant by a **tax base**? (01mark)

(ii) Mention any **three** reasons for high levels of non-tax compliance of Tax paying community. (03 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

AG investments, a sole proprietorship owns land in Mbarara city. A plot of land is rent out at a rate of Shs 1,200,000 per year. The agreement also provides that 10% of the value of produce is paid to AG investments. One the tenants 6 plot of and harvested tomatoes valued at shs 76,850,000. The income tax act provides as follows.

-Shs 2,820,000 is threshold tax provided by the act

The tax rate is 12% of taxable income

Determine ;

(i) Tax taxable to Uganda Revenue Authority (URA) (02 marks)

(ii) Net rental income for the business (02 marks)

TOPIC 16 CAPITAL MARKETS

MATIGO EXAMINATIONS BOARD 2025

Distinguish between equity financing and debt financing as used in capital markets. (02 marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

(i) What is the relevance of investing in collective investment schemes. (02 marks)

(ii) Give any **two** benefits of debt financing? (02 marks)

(iii) State any **two** sources of business startup finance. (02 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

(i) What is meant by equity financing? (01 mark)

(ii) Outline any three demerits of equity financing (03 marks)

UNNASE MOCK 2025

Outline any two benefits of

(i) Equity financing (02 marks)

(ii) Collective investment schemes (02 marks)

UGANDA TEACHERS' EDUCATION CONSULT (UTEC) 2025

(i) Distinguish between a share and a bond as used in entrepreneurship (02 marks)

(ii) Give any two merits of investing in bonds (02 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

(i) Distinguish between corporate bonds and government bonds (02 marks)

(ii) Outline any two sources of long term financing in capital markets (02 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

Mention four sources of business finance for an entrepreneur (04 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

Outline any two

(i) Major players in the capital markets industry (02 marks)

(ii)Challenges facing the capital markets industry in Uganda (02 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

Give the merits and demerits of investing in bonds (04 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

(i)Define the term stock exchange market (01 mark)

(ii)Mention any three debt instruments in capital markets (03 marks)

SECTION B QUESTIONS FROM P230/1 2025 MOCKS

TOPIC 1 INTRODUCTION TO ENTREPRENEURSHIP EDUCATION

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

Examine the factors considered when assessing risks in evaluation of business ideas (10 marks)

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

a)Discuss reasons why entrepreneurs should develop a Lucrative personal brand (10 marks)

b)Explain the principles of developing a personal brand (10 marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

a) Explain the principles that should be observed by entrepreneur for successful business negotiations. (10mks)

b) What challenges are faced by entrepreneurs when carrying out business negotiations? (10mks)

NEREB MOCK 2025

(a)Explain the factors that account for change in business. (10 marks)

(b)How does an Entrepreneur benefit from adopting change in business? (10 marks)

APEX EXAMINATION COUNCIL (2025)

a) Describe the forms of communication used by entrepreneurs to deliver information effectively in business today. (10 marks)

b) Explain the ways of fostering effective listening during the process of communication in business. (10 marks)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

(a) Discuss the behavioral characteristics associated with the strong need for achievement. (10 marks)

(b)Explain the factors that enhance the development of a positive mental attitude among entrepreneurs. (10 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

a)what are the main traits of creative people in the business environment? (06 marks)

b) Explain the factors that influence the level of creativity among entrepreneurs in business management. (14 marks)

UNNASE MOCK 2025

a)What are the manifestations of good business ethics? (8marks)

b) Explain the factors that limit good business ethics among entrepreneurs in Uganda (12 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (a) Explain the principles that should be observed by an entrepreneur for a successful business negotiation (8 marks)
- (b) What challenges are faced by entrepreneurs when carrying out negotiation? (12 marks)

UGANDA TECAHERS' EDUCATION CONSULT (UTEK) 2025

- a) Describe the parties necessitating entrepreneurs to negotiate with for business routine operations (10 marks)
- b) Explain the challenges entrepreneurs face in negotiating with parties mentioned in above (10 marks)

UGANDA TECAHERS' EDUCATION CONSULT (UTEK) 2025

- a) The major objective of entrepreneurship education is to produce job makers. Despite its teaching in Uganda, the employment rate is high why? (10 marks)
- b) Discuss the effects of unemployment on entrepreneurship growth and development in your country (10 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

- a) Explain the importance of creativity in an business (10 marks)
- b) What are the barriers to creativity by entrepreneurs in your community (10 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

- 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)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

- a) Explain the contributions of entrepreneurship in economic development of Uganda (12 marks)
- b) What is the government of Uganda doing to promote entrepreneurship in your country (08 marks)

UGANDA PRIVATE INTEGRATED EDUCATION INSTITUTIONS (UPISA) MOCK 2025

- a) Explain why innovation is more embraced in small businesses than in large enterprises (06 marks)
- b) Advise entrepreneurs in your community on ways of promoting innovation in their businesses (14 marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

- (a) Describe the forms of communication used by entrepreneurs to deliver information effectively in business today (10marks)
- (b) Explain the ways of fostering effective listening during the process of communication in business (10 marks)

TOPIC 2 ENTREPRENEURIAL ENVIRONMENT

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

- a) What are the attributes of entrepreneurial environment? (08marks)
- b) Explain the political and global factors limiting entrepreneurial attitudes and opportunities. (12marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

- (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)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

- (a) Examine the economic factors that foster the level of entrepreneurship growth and development. (10 marks)
- (b) In what ways can the economic entrepreneurial environment be improved? (10 marks)

WAKISSHA MOCK 2025

- a) Describe the political and social cultural environment aspects that cause a change in the level of entrepreneurship growth and development in Uganda. (14 marks)
- b) Explain the services provided by support organisations to business enterprises (06 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

- a) Explain the demographic factors that influence entrepreneurial intentions and attributes in Uganda. (10 marks)
- b) Suggest measures that can be adopted to improve the entrepreneurial environment in Uganda (10 marks)

UNNASE MOCK 2025

- a) Explain the social cultural factors that influence entrepreneurial attitudes and intentions (10 marks)
- b) Examine the implications of business activities on the natural environment (10 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

- a) Describe the different types of entrepreneurial environments (05 marks)
- b) Explain the social cultural factors that promote entrepreneurship in Uganda (14 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

- a) Examine the social cultural factor that affect entrepreneurship development in your country (10 marks)
- b) Suggest the various ways of improving the entrepreneurial environment (10 marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

- a) A set of values, attitudes, customs and practices and behavior of a given society impact on business. Explain the factors influencing this on entrepreneurial attitudes and opportunities (10marks)
- b) Discuss the aspects that characterise entrepreneurial environment (10 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

- a) Explain the social cultural factors that limit entrepreneurial intentions and attitudes (10 marks)
- b) What makes immigrants very active in entrepreneurial activities that native? (10 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

- a) Discuss the economic environmental factors that influence entrepreneurs' decision in your country (10 marks)
- b) Describe the organisations that support entrepreneurs in Uganda (10 marks)

UPISA MOCK 2025

- a) Assess the effect of political factors on the level of business activities in Uganda (10 marks)
- b) Suggest measures of improving the political business environment in Uganda (10 marks)

TOPIC 3 SOCIAL ENTREPRENEURSHIP

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- a) Explain the significance of mentoring in an enterprise (10 marks)
- b) How can a social entrepreneur sustain a social enterprise project? (10 marks)

MATIGO EXAMINATIONS BOARD 2025

- (a) Describe the steps involved in becoming a social entrepreneur. (08marks)
- b) What is the importance of social entrepreneur (12 marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

- a) Describe the characteristics of successful social entrepreneurs in your country (10mks)
b) Explain the responsibilities of social entrepreneurs to the community. (10mks)

NEREB MOCK 2025

- (a) Describe the structure of a social enterprise plan. (10marks)
(b) Explain the different threats to development of Ugandan communities. (10 marks)

APEX EXAMINATION COUNCIL (2025)

- a) Account for the need to promote social entrepreneurship in communities in Uganda today (8 marks)
b) Describe the components of a social enterprise plan used to solve the social evils in the communities. (12 marks)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

- (a) Explain the environmental threats caused by unsustainable use of resources. (10 marks)
(b) Suggest ways of minimizing environmental threats caused by unsustainable resource usage. (10 marks)

WAKISSHA MOCK 2025

- a) Describe the structure of a social enterprise plan (10 marks)
b) In what ways can social entrepreneurs ensure sustainable existence of their ventures? (10 marks)

UNNASE MOCK 2025

- a) What are the characteristics of social entrepreneurship? (06marks)
b) Explain the relevance of preparing a social enterprise plan before its actual implementation. (14 marks)

WAKATA MOCK 2025

- (a) Describe the structure of the social enterprise plan. (10 marks)
(b) Under what circumstances may a social enterprise plan be desirable? (10 marks)

UGANDA TEACHERS' EDUCATION CONSULT (UTEK) 2025

- a) Explain the major differences between business entrepreneurship and social entrepreneurship (10 marks)
b) Discuss the role of social entrepreneurship in ensuring sustainable use of resources in your country (10 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

- (a) Explain the relevance of preparing a social enterprise plan (10 marks)
(b) Suggest the possible ways of sustaining a social enterprise (10 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

- a) Describe the structure of a social enterprise plan (10 marks)
b) Explain the importance of social entrepreneurship in your community (10 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

- a) Differentiate between business enterprises and social enterprises (12 marks)
b) Examine the impact of social entrepreneurship in your country (08 marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

- a) Account for the need to promote social entrepreneurship in communities in Uganda today (8marks)
b) Describe the components of a social enterprise plan used to solve the social evils in the communities (12 marks)

TOPIC 4 BUSINESS IDEAS

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

Explain the key steps entrepreneurs should follow

- (i) When researching further business ideas (05 marks)
- (ii) turning the business idea into a product (05 marks)

ASSEC MOCK 2025

- a) Explain the factors that an entrepreneur should consider when selecting a business to undertake (10 marks)
- b) Describe the various forms of feasibility studies carried out by an entrepreneur before implementing a business idea (10 marks)

TOPIC 5 BUSINESS OPPORTUNITIES

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- a) Describe the types of feasibility study carried out by entrepreneurs (14 marks)
- b) Explain the rationale for conducting feasibility study (6 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

- (i) Distinguish between market feasibility study and financial feasibility study (04 marks)
- (ii) Under what circumstances may an entrepreneur conduct a financial feasibility study? (16 marks)

KAMSSA MOCK 2025

- (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)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

- (a) Describe the process of determining the profitability of a potential business. (10 marks)
- (b) Assess the factors that determine the level of profits of a potential business. (10 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

- a) Describe the different opportunities that entrepreneurs can exploit in Uganda (10 marks)
- b) Suggest measures that an entrepreneur can adopt to satisfy and win customers more than his competitors (10 marks)

ACEITEKA MOCK 2025

- a) Describe the process of determining the profitability of a potential business (08 marks)
- b) Account for the low level of profitability by business in Uganda (12 marks)

TOPIC 6 SMALL AND MEDIUM ENTERPRISES

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- (a) Explain the benefits of operating a formal business (10 marks)
- (b) Analyse the challenges associated with family businesses (10 marks)

ACEITEKA MOCK 2025

- a) Analyse the contribution of small and medium enterprises in Uganda (10 marks)
- b) What challenges are faced by small and medium enterprises in Uganda? (10 marks)

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

- a) Why are formal businesses preferred to by most entrepreneurs than informal businesses? (10 marks)
- b) Explain the factors that necessitate a good relationship between the business and the family. (10 marks)

KAMSSA MOCK 2025

- (a) Examine why informal businesses are so popular in your country. (10 marks)
- (b) Discuss the adverse effects of such businesses to the development of your country. (10 marks)

ASSEC MOCK 2025

- a) Justify the need for promoting SMES in Uganda today (10 marks)
b) What are the challenges are faced by entrepreneurs during the process of registering their businesses in Uganda today. (10 marks)

WAKATA MOCK 2025

- (a) Examine the challenges that limit the successful operation of family businesses. (10 marks)
b) Suggest possible remedies that can be adopted to overcome the challenges faced by Family businesses in Uganda. (10 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

- a) Explain the insurance principles that guide insurance business in Uganda (10 marks)
b) Describe the procedure that should be taken when taking out an insurance cover (10 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

- (a) Explain the principles of insurance (10 marks)
(b) Discuss the steps followed when carrying out effective personal selling (10 marks)

TOPIC 7 GENDER AND ENTREPRENEURSHIP

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

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

MATIGO EXAMINATIONS BOARD 2025

- (a) Explain the factors that promote gender partnership. (10marks)
b) What major factors hinder women participation in entrepreneurship? (10marks)

UEBETA MOCK 2025

- (a) Explain the factors that affect the number of women that participate in entrepreneurial activities in Uganda . (10 Marks)
(b) Suggest the measures that should be used to increase the number of women participating in business activities in Uganda . (10 Marks)

HES MOCK EXAMINATIONS 2025

- a) Account popularity of small and medium enterprises in Uganda. (10 marks)
b) Why is it necessary to register an enterprise? (10 marks)

WAKISSHA MOCK 2025

- a) what is the relevance of insurance to the business community? (10 marks)
b) Discuss the merits of formal businesses over informal business (10 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (a) Examine the factors that affect participation of people with disabilities in entrepreneurship in Uganda (10 marks)
b) Suggest measures that should be taken to encourage and involve PWDs in entrepreneurial activities (10 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

- a) Distinguish between gender and gender partnership as used in entrepreneurship (4 marks)
b) Explain the measures that can be taken to promote gender partnership (16 marks)

ACEITEKA MOCK 2025

- a) Explain factors that affect women participation in entrepreneurial activities (06 marks)
b) How can women participation in entrepreneurial activities be promoted in Uganda? (14 marks)

TOPIC 8 BUSINESS PLANNING

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- a) Describe the aspects that should be included in the executive summary of a business plan (1 mark)
b) Why is it necessary to include a financial plan when preparing a business plan? (10 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

- a) Explain what critical aspects that must be reviewed in a business plan if it is to be used as a basis to obtain a loan from a financial institution (14 marks)
b) What are the advantages of an executive summary in business planning (06 marks)

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

- a) Explain the procedure followed when preparing a business plan. (8 marks)
b) Explain the components of a business plan. (12 marks)

MATIGO EXAMINATIONS BOARD 2025

- (a) Describe the components of the executive summary in business planning. (10 marks)
(b) Explain the rationale for monitoring business activities. (10 marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

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

KAMSSA MOCK 2025

- (a) Analyze the elements of a comprehensive management plan. (08 marks)
(b) Assess the uses of a business plan to the entrepreneur as a blueprint for achieving organizational objectives. (12 marks)

UEBETA MOCK 2025

- (a) Why is it necessary for an entrepreneur to monitor the operations of his business? (10 Marks)
(b) Explain the factors that limit the successful implementation of the business plans by most entrepreneurs in Uganda. (10 Marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

- (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)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

- a) Describe the process underlying the preparation of a business plan (06 marks)
b) Under what conditions may the entrepreneur fail to achieve the set targets during the stage of business plan implementation? (14 marks)

ASSEC MOCK 2025

- a) Describe the steps involved in business startup process (08 marks)
b) Explain the various ways of raising capital in an enterprise (12 marks)

UNNASE MOCK 2025

- a) Describe the major aspects that should be included in a business plan (10 marks)
b) Why should an entrepreneur carryout a feasibility study before preparing a business plan. (10 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (a) Explain the importance of implementation plan to an entrepreneur (10 marks)
(b) What challenges are faced by entrepreneurs when implementing business plans? (10 marks)

UGANDA TECAHERS' EDUCATION CONSULT (UTEK) 2025

- (a) "A business plan is a management tool used for successful operation of a business". Justify the statement. (10 marks)
(b) Describe the procedures involved in effective business preparations (10 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

- a) Discuss the contents of an executive summary for a business plan. (10 marks)
b) What are the challenges faced during business plan implementation (10 marks)

UPISA MOCK 2025

- a) Why do entrepreneurs carry out financial planning for their enterprises? (10 marks)
b) Explain the factors that limit the effective implementation of an entrepreneur's business plan (10 marks)

TOPIC 9 PRODUCTION MANAGEMENT

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- a) Explain the types of costs incurred by entrepreneurs (8 marks)
b) What are the strategies of minimizing production costs in businesses (12marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

- a) Why is it necessary for entrepreneurs to ensure effective time management when carrying out their activities in an enterprise (10marks)
b) Present the controls that should be observed by entrepreneurs to ensure effective time usage during business operations (10 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

- a) Describe the internal control systems (ICS) used by entrepreneurs in the management of inventory (08 marks)
b) Discuss the factors that determine the inventory levels in an enterprise (12 marks)

APEX EXAMINATION COUNCIL (2025)

- a) Why is it necessary for entrepreneurs to ensure effective time management when carrying out their activities in an enterprise? (10 marks)
b) Present the controls that should be observed by entrepreneurs to ensure effective time usage during business operations (10 marks)

HES MOCK EXAMINATIONS 2025

- a) Explain the stages of the product life cycle. (10 marks)
(b) Examine the factors that may lead to production of low quality products in an enterprise. (10 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

- a) Explain the factors that influence the choice of a business site by an entrepreneur. (10 marks)

b) Account for variations in sales made by entrepreneurs in business management (10 marks)

ASSEC MOCK 2025

a) Discuss the rationale for quality production in an enterprise (10 marks)

b) Explain the check list use in ensuring high quality product (10 marks)

WAKATA MOCK 2025

(a) Describe the different methods of determining the expenses in an enterprise. (10 marks)

(b) How can an enterprise minimize the costs of production? (10 marks)

UGANDA TEACHERS' EDUCATION CONSULT (UTEC) 2025

a) Discuss the major considerations beginning producers should consider in sustainable production of goods and services (10 marks)

b) Product growth and development goes through a process known as "product life cycle" describe the two appropriate sales promotional methods at each stage of the product life cycle? (10 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

a) Examine the factors that influence quality standards in an enterprise (10 marks)

b) What is the importance of quality control in business? (10 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

a) Explain the methods of costing used in production (12 marks)

b) Describe the procedure followed when purchasing business inputs (08 marks)

TOPIC 10 MARKETING MANAGEMENT

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

a) With the aid of an illustration, describe the channels of distribution of products used by manufacturing businesses in Uganda (8 marks)

b) Examine the factors that entrepreneurs consider when selecting the channel of distribution for their products in Uganda today (12 marks)

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

a) Describe the basis of market segmentation (14 marks)

b) What is the role of market segmentation in business? (6 marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

a) Why do entrepreneurs segment the market for their products? (10 marks)

b) Explain the ways of handling difficult customers in the market (10 marks)

KASSEK MOCK 2025

a) Describe the various marketing techniques used by entrepreneurs in Uganda (08 marks)

b) Explain the factors that determine the target market population (12 marks)

ACEITEKA MOCK 2025

a) Describe the methods that entrepreneurs should use when carrying out market research (06 marks)

b) Under what instances may entrepreneur carrying market research? (14 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

a) Why is it necessary to find out more about customers prior to business establishment? (10 marks)

b) How can this concept be effectively conducted by an entrepreneur? (12 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

a) Describe the procedure followed when carrying out market research (06 marks)

b) Explain the factors that determine a target market population (14 marks)

KAMSSA MOCK 2025

(a) Explain the benefits of carrying out market segmentation to entrepreneurs. (10 marks)

(b) What are the different forms of market segmentation practiced by the entrepreneurs in your locality? (10 marks)

UEBETA MOCK 2025

(a) Outline the activities involved in the process of marketing. (04 Marks)

(b) Explain the tools used for effective marketing strategy. (16 Marks)

NEREB MOCK 2025

(a) Describe the procedure of effective creative selling. (10 marks)

(b) In which ways can an entrepreneur manifest good customer care in business? (10 marks)

APEX EXAMINATION COUNCIL (2025)

a) With an aid of illustration describe the channels of distribution of products used by manufacturing business in Uganda (8 marks)

b) Examine the factors that entrepreneurs consider when selecting the channel of distribution of their products in Uganda today (12 marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

(a) Discuss the marketing techniques and strategies used by entrepreneurs. (10 marks)

(b) Describe the basis of market segmentation by entrepreneurs. (10 marks)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

(a) Why is it necessary to ensure proper management of inventory? (10 marks)

(b) Discuss the factors influencing the choice of suppliers of raw materials in business. (10 marks)

UNASSE MOCK 2025

a) Account for the differences in stock levels kept by entrepreneurs in Uganda (12 marks)

b) Suggest measures that can be adopted by entrepreneurs to ensure proper handling of purchases (8 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

(a) Describe the elements of a marketing mix (10 marks)

(b) Examine the factors that determine the target market population (10 marks)

UPISA MOCK 2025

a) Explain the key considerations used by entrepreneurs when dividing their market into smaller groups with similar tastes and preferences (12 marks)

b) Why may an entrepreneur fail to achieve his or her marketing objectives? (08 marks)

TOPIC 11 SALES PROMOTION

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

a) Explain the different channels of distributions used in business transactions (06 marks)

b) Assess the role of creative salesmanship in sales promotion (14 marks)

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- a) Justify the need for carrying out personal selling by an entrepreneur (06 marks)
b) Describe the steps involved in the creative selling process (14 marks)

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- a) Describe the process of carrying out creative selling (14 marks)
b) Under what circumstances may personal selling be used by entrepreneurs (6 marks)

KASSEK MOCK 2025

- a) Define the term “creative selling” (1 mark)
b) Describe the steps involved in the creative process (16 marks)
c) Explain the reasons for carrying out creative selling in an enterprise (3 marks)

HES MOCK EXAMINATIONS 2025

- a) Describe the steps of effective personal selling. (10 marks)
b) What are the advantages and disadvantages of personal selling? (10 marks)

WAKISSHA MOCK 2025

- a) How does marketing differ from selling? (12 marks)
b) Under what circumstances may an entrepreneur carry out creative selling? (08 marks)

ASSEK MOCK 2025

- a) Explain the marketing techniques used by enterprises in Uganda today (12 marks)
b) Suggest measures of promoting good customer relations in an enterprise (08 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

- (a) Distinguish between sales promotion and personal selling (04 marks)
(b) Describe the steps followed when carrying out effective personal selling (16 marks)

TOPIC 12 PERSONNEL OR HUMAN RESOURCE MANAGEMENT

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

- a) What are the different forms used to train workers in an organization (08 marks)
b) Explain the factors that limit employee training and development in an enterprise (12 marks)

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- a) Describe the elements of human resources management (10 marks)
b) Examine the causes of wage differences in businesses (10 marks)

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

- a) Why do small business owners neglect training of their workers (10 marks)
b) What is the purpose of training workers in an organisations? (12 marks)

KASSEK MOCK 2025

- a) Explain the procedures followed when recruiting employees in an enterprise (10 marks)
b) Describe the various sources of recruiting workers in an enterprise (10 marks)

ENTEBBE JOINT EXAMINATIONS BUREAU (EJEB) 2025

- a) What factors may be considered when analysing the human resource needs of a business ? (10 marks)

b)Suggest ways in which good human resource management can be used as a toll to produce quality of products in an enterprise (10 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

a)What are the key elements of a performance appraisal? (10 marks)

b)Explain the various ways of recruiting employees for an enterprise (10 marks)

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

a) Account for differences in wages paid to workers in an enterprise. (12 marks)

b) Explain the methods used by business entrepreneurs to offer training to business employees. (8 marks)

MATIGO EXAMINATIONS BOARD 2025

(a)Describe the different forms of employee training. (08marks)

b)Explain the aspects considered when preparing orientation of new employees. (12marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

a) Examine the determinants of labour turnover in an enterprise (10mks)

b) Explain the adverse costs of labour turnover in an organization (10mks)

KAMSSA MOCK 2025

(a) In what ways do entrepreneurs appraise their subordinates? (10 marks)

(b) Give the challenges faced when carrying out performance appraisal. (10 marks)

UEBETA MOCK 2025

(a) Explain the various human resource requirements of a business enterprise. (10 Marks)

(b) For what purpose is employee motivation in an enterprise? (10 Marks)

NEREB MOCK 2025

(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)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

(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)

STUDY SPHERE EXAMINATIONS BOARD MOCK 2025

(a) Explain the personnel requirements of business. (10 marks)

(b)Describe the responsibilities of personnel management in business. (10 marks)

HES MOCK EXAMINATIONS 2025

a) Account for the differences in wages for workers in an enterprise. (10marks)

(b)Explain the various methods of motivating employees in an enterprise. (10 marks)

WAKISSHA MOCK 2025

a)Explain the factors that affect employee training in businesses (10 marks)

b)Why do enterprises conduct performance appraisals? (10 marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

a) Besides timely remunerations, how can an entrepreneur retain good employees? (10 marks)

b) Explain the factors considered when determining the remunerations of employees in a food processing enterprise (10 marks)

ASSEC MOCK 2025

- a) Discuss the rationale for recruiting personnel in the business (12 marks)
b) Suggest possible strategies for recruiting human resource in an enterprise (08 marks)

UNNASE MOCK 2025

- a) Justify the need for supervising and monitoring employees in business management (8 marks)
b) Besides monitoring and supervision, explain the role of an entrepreneur as a human resource manager (12 marks)

WAKATA MOCK 2025

- (a) Describe the procedure followed when training employees. (10 marks)
(b) Explain the benefits of training employees in an organization. (10 marks)

UGANDA TEACHERS' EDUCATION CONSULT (UTEC) 2025

- a) "Recruitment is a process of selecting a suitable candidate for a particular job" many times this process is undermined by top management. Present the implication of undermining this process in an enterprise (12 marks)
b) Educate the top management on a true and effective recruitment process (8 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

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

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

- a) Under what circumstances may the services of an employee be terminated (10 marks)
b) Explain the external sources available for human resource recruitment. (10 marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

- a) Examine the role of a human resource manager in business (10 marks)
b) Describe the characteristics of a good personnel policy in an organisation (10 marks)

TOPIC 13 BUSINESS COMPETITION

MASAKA DIOCESAN EXAMINATIONS BOARD (MAKIDATA) 2025

- a) Which factors should entrepreneurs put into consideration when analysing competition? (10 marks)
b) Suggest strategies entrepreneurs should apply to attain a sustainable competition (10 marks)

REWNZORI REGION SESEMAT AND ASSHU MOCK EXAMINATIONS 2025

- a) Explain the factors considered when evaluating competition (10 marks)
b) What is the impact of competition in business (10 marks)

KASSEK MOCK 2025

- a) Explain the various strategies used by entrepreneurs to maintain consumer acceptance and loyalty in Uganda (10 marks)
b) Assess the impact of competition in entrepreneurship (10 marks)

MATIGO EXAMINATIONS BOARD 2025

- (a) Examine the factors that are considered by entrepreneurs when analysing competition (10 marks)
(b) Explain the effects of competition in business (10 marks)

UEBETA MOCK 2025

- (a) Distinguish between competitive cost advantage and sustainable competitive advantage. (04 Marks)
(b) Assess the impact of competition in the business sector. (16 Marks)

UGANDA TEACHERS' EXAMINATIONS SCHEME (UTES) 2025

- a) Examine the implications of competition in business management (10 marks)
b) What are the factors considered by entrepreneurs when evaluating competition (10 marks)

WAKATA MOCK 2025

- (a) Discuss the factors affecting the level of competition. (10 marks)
(b) Examine the impact of competition in business. (10 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (a) Explain the various strategies used by entrepreneurs to maintain consumer acceptance and loyalty in Uganda (8 marks)
(b) Assess the impact of competition in entrepreneurship (12 marks)

JINJA JOINT EXAMINATIONS BOARD (JEBB) MOCK 2025

Businesses are always in battles of winning customer acceptance and loyalty

- a) Suggest the techniques for sustaining this battle (08 marks)
b) Why is it necessary for businesses to involve in such battle? (12 marks)

TOPIC 15 TAXATION

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

- a) What is the role of Uganda Revenue Authority URA as one of the business support organizations? (8 marks)
b) Suggest measures that can be taken by the government to improve on the revenue collection. (12 marks)

MATIGO EXAMINATIONS BOARD 2025

- (a) Describe the elements of tax compliance that should be observed by entrepreneurs. (06marks)
(b) Assess the factors that influence tax compliance among entrepreneurs in Uganda (14marks)

NEREB MOCK 2025

- (a) What are the responsibilities of Uganda Revenue Authority? (10 marks)
(b) Suggest the possible measures for reducing tax evasion in Uganda. (10 marks)

APEX EXAMINATION COUNCIL (2025)

- a) What are the costs of evading tax payment to entrepreneurs in Uganda? (06 marks)
b) Assess the factors that influence the level of tax compliance among entrepreneurs in Uganda. (14 marks)

KAMPALA WAKISO GIANT SCHOOLS' ASSOCIATION (KWGSA) 2025

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

HES MOCK EXAMINATIONS 2025

- a) Explain the principles of taxation. (10 marks)
b) Explain the factors influencing tax compliance. (10 marks)

ASSHU ANKOLE JOINT EXAMINATIONS 2025

- (a) Explain the responsibilities of Uganda revenue authority (URA) (10 marks)
(b) In what ways can tax evasion be minimized in Uganda? (10 marks)

ASSHU BUSHENYI DISTRICT MOCK EXAMINATIONS 2025

- (a) Examine the Implications of taxation in an economy (10 marks)
(b) Describe the various forms of indirect taxes levied on entrepreneurs in Uganda (10 marks)

UGANDA MUSLIM TEACHERS' ASSOCIATION (UMTA) 2025

- a) Why are indirect taxes preferred to direct taxes? (10 marks)
b) Describe the various types of direct taxes paid by entrepreneurs in Uganda (10 marks)

KASSEK MOCK 2025

- a) Account for the popularity of direct taxes over indirect taxes (12 marks)
b) What measures are being taken to enable people comply with their tax obligations in your country? (8 marks)

ACEITEKA MOCK 2025

- a) Distinguish between direct and indirect taxes (04 marks)
b) Why is there a need to levy taxes in Uganda? (16 marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

- a) Examine the rules followed when devising a tax system in an organization (10 marks)
b) Explain the forms of excise taxes in businesses (10 marks)

WAKISSHA MOCK 2025

- a) Explain the rights and obligations of a tax payer (14 marks)
b) Describe the procedure for ensuring tax compliance (06 marks)

UPISA MOCK 2025

- a) Justify the need for entrepreneurs to pay taxes in Uganda (10 marks)
b) Propose strategies that can be taken to reduce the levels of tax evasion and avoidance in Uganda (10 marks)

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

- a) What are the costs of evading tax payment in Uganda (6 marks)
b) Assess the factors that influence the level of tax compliance among entrepreneurs in Uganda (14 marks)

TOPIC 16 CAPITAL MARKETS

WEST NILE SECONDARY SCHOOLS EXAMINATION COUNCIL (WENSSEC) 2025

- a) Explain the role of Uganda stock exchange in promoting entrepreneurship in your country (10 marks)
b) What are the challenges faced by Uganda securities exchange? (10 marks)

KASSEK MOCK 2025

- a) Discuss the instruments and players in Uganda capital markets (10 marks)
b) Explain the factors that limit effective operation of the Uganda securities exchange (USE) (10 marks)

PROVINCIAL EXAMINATIONS AGENCY (PEA) COUHEIA MOCK EXAMINATIONS 2025

- a) What are the steps followed in the process of buying and selling of shares? (10marks)
b) Explain the major key players of capital markets. (10marks)

KAMPALA MODEST TEACHER'S EXAMINATION AGENCY (KAMOTA) 2025

- a) What are the functions of the capital market Authority in Uganda (06mks)
b) Explain the benefits of collective investment schemes to entrepreneurs (14mks)

KAMSSA MOCK 2025

- (a) Discuss the functions of capital markets authority in Uganda. (14 marks)
(b) Suggest the relevance of collective investment schemes to entrepreneurs. (06 marks)

UEBETA MOCK 2025

- (a) Distinguish between equity financing and debt financing. (04 Marks)
(b) Describe the steps followed when buying shares in the stock exchange Market. (16 Marks)

NEREB MOCK 2025

- (a) Describe the contribution of Uganda Securities Exchange (U.S.E) in the development of your country. (10 marks)
(b) What challenges are faced by U.S.E? (10 marks)

APEX EXAMINATION COUNCIL (2025)

- a) Explain the role of Uganda stock exchange in promoting entrepreneurship in your country. (10marks)
b) What are the challenges faced by Uganda securities exchange? (10 marks)

HES MOCK EXAMINATIONS 2025

- (a) Describe different players in Uganda's capital market. (10 marks)
(b) Discuss the challenges facing Uganda securities exchange. (10 marks)

WAKATA MOCK 2025

- (a) What is the role of Uganda Securities Exchange? (10 marks)
(b) Explain the barriers to successful operation of Uganda Securities Exchange. (10 marks)

AITEL JOINT MOCK ASSESSMENTS 2025

- (a) What are the roles of the capital markets authority? (10 marks)
(b) Explain the elements of collective investment schemes to entrepreneurs (10 marks)

RUKUNGIRI DISTRICT SECONDARY SCHOOLS JOINT MOCK EXAMINATIONS 2025

- a) Explain the functions of capital markets Authority in Uganda's economy (10 marks)
b) Describe factors that limit performance of the capital markets industry in Uganda. (10 marks)

ACEITEKA MOCK 2025

- a) Distinguish between a share and a bond (4 marks)
b) Examine the merits and demerits of investing in shares to an entrepreneur (16 marks)

ASSHU NTUNGAMO DISTRICT MOCK EXAMINATIONS 2025

- a) Explain the steps involved in the purchase of shares under the primary market (10 marks)
b) Discuss the factors considered when investing in bonds in capital markets (10 marks)

UPISA MOCK 2025

a) Discuss the various instruments used in Uganda's capital markets industry (8 marks)

b) Why is debt financing preferred to equity financing as a means of raising long term finance for an enterprise?
(12 marks)

END