

**P230/1**  
**ENTREPRENEURSHIP**  
**Paper 1**  
3 Hours



**CLEVERLAND HIGH SCHOOL-MAYA**  
**END OF YEAR ASSESSMENT EXAMS-2025**  
**SENIOR FIVE**  
**ENTREPRENEURSHIP**  
**PAPER ONE**

**INSTRUCTIONS TO LEARNERS;**

- *This paper consists of two sections A and B.*
- *Section A carries 20 scores and B carries 80 scores.*
- *Attempt all numbers in section A*
- *Attempt only four items in B.*
- *All questions carry equal marks.*

**SECTION A**

1. a) i) Differentiate between a cash flow statement and an income statement.(02 marks)  
ii) Write the various sources of cash inflow in business. (02 marks)
- b) i) John male owns 20 rental rooms in Kireka where he collects shs 200,000 per room per month. Gren the threshold per year is 2,820,000 and tax rate is at 12%. Calculate the rental tax liability. (03 marks)
- c) i) Define sustainable development. (01 marks)  
ii) State the types of social enterprises. (03 marks)
- d) i) Differentiate between a small and microenterprises. (02 marks)

- ii) Give the advantages of small and medium enterprises. (02 marks)
- e) i) Differentiate between a bland and branding. (02 marks)
- ii) State three characteristics of a good personal brand.(03 marks)

## **SECTION B**

*(Attempt 4 numbers, 80 marks)*

- 2. a) Discuss the political and economical factors that affect the growth and development of entrepreneurship.(12 marks)
- b) Examine the characteristics entrepreneurial environment.(08 marks)
- 3. a) Why is there a need to write a business plan for a new business? (10 marks)
- b) Explain the factors considered while preparing a market plan. (10 marks)
- 4. a) Differentiate between business idea and business opportunities.(04 marks)
- b) i) Discuss the various sources of business ideas.(08 marks)
- ii) Explain the characteristics of a good business opportunity.(08 marks)
- 5. a) How may an entrepreneur ensure effective listening. (10 marks)
- b) Assess the communication process as used in business.(10 marks)
- 6. a) Under what circumstances may an entrepreneur offer goods on credit. (10 marks)
- b) Explain the characteristics possessed by good negotiators in business. (10 marks)
- 7. a) Differentiate a risk and risk situation.(04 marks)
- b) Explain the stages followed when analyzing risk situation. (06 marks)
- c) How many an entrepreneur ensure motivation of worker's in an enterprise.(10 marks)

**END**